



Techworld is the premier language and cultural agency in the Midwest, having been in business for over 30 years. As a growing business, we are investing in sharp new team members to contribute to the success of our company. If you have energy and drive, then our team, training programs, and hands-on experience will enable you to learn valuable technical and business skills. If you have exceptional presentation and communication skills, can adapt to new situations, and are looking for a chance to showcase your abilities, then this is your ideal opportunity.

Account Executive

The Techworld Account Executive is responsible for generating and maintaining an assigned portion of the company’s revenue through sales, service, administration and teamwork activities, focusing primarily on Fortune 1,000 businesses, while growing personally and professionally to contribute to the future well-being of the company as well as the individual.

AE characteristics:

Tenacity • Confidence • People-Person • Quick Thinker • Problem Solver

Research

- Websites
- Social Media
- Publications

Target Outreach

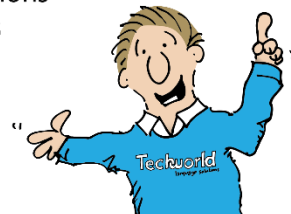
- Email
- Phone Calls
- Networking
- Conferences

Relationship Building

- Meetings
- Presentations
- Proposals

WIN!

Repeat and Maintain Relationships



Duties and Responsibilities

- Business to business sales with a combined outside/inside approach
- Reach or exceed assigned sales goals
- Cultivate and grow a targeted list of companies within a vertical market.
- Establish and maintain good customer relations, with both internal and external customers
- Connect customers' business needs with Techworld’s language solutions
- Build network in person and via phone with key decision makers in a designated industry
- Negotiating with clients, solving any problems and making sure deadlines are met
- Keeping in contact with the client at all stages of the relationship
- Making “pitches” to win new business

Qualifications

- Near-native or native English proficiency
- Bachelor's degree or equivalent
- Ability to recognize opportunities, offer creative solutions for mutual gain, and create "win-win" outcomes
- Proven business communication skills, including listening, questioning, overcoming objections, and advocating solutions based on needs
- Creativity, intelligence, and problem-solving aptitude and approach
- Dedication to providing the highest level of customer service
- Solid computer skills, including full command of MS Office programs

What We Offer

- Enthusiastic, highly autonomous and collaborative environment
- Competitive compensation package (base plus commission)
- Employer paid premium contribution for health insurance
- Employer matching contribution to IRA
- Opportunities for personal and professional growth
- One-to-one paid training

For more information, please contact:

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RIGHT WORKPLACE