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**Sales Account Executive**

**Requirements:**

* 3+ years of industry/ business development experience
* High school plus some advanced education.
* Work with various people to develop a book of contacts applicable to this industry or bring with them.
* Gain workable knowledge of Wido’s business model so they can meet with customers and generate sales for the company.
* Develop a sales plan that incorporates revenue goals, sales and cold call standards, weekly reviews/reports and maintain complete documentation of their progress.
* Must demonstrate customer service skills to guide prospective and existing customers through their onboarding and longer-term business relationship.
* A knowledge of sales software would be a plus for future use.
* Negotiating skills a plus.
* Highly positive work environment.
* Competitive salary and benefits.

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