

4U Fundraising * P.O. Box 6029* Augusta, GA 30916
706-945-1712 info@4Ufundraising.com

Account Executive

The Sales Executive is responsible for promoting and selling fundraising products and services for 4UFundraising within an assigned territory, leveraging relationships, closing new business for 4UFundraising and ensuring customer retention. This person is the 4UFundraising “brand steward”, clearly demonstrating that 4UFundraising is the leading fundraising provider. The Account Executive is responsible for securing profitable sales to new and existing customers while maximizing customer satisfaction and retention. This rep will also have a commanding knowledge of our products, as well as that of our services.

Duties and Responsibilities:

1. Adhere to current 4UFundraising policies, procedures, products, programs and services.
2. Create new market share by selling KFS products and services to new local customers.
3. Sell additional products and services to existing accounts that continue to present new sales opportunities.
4. Identify prospects utilizing creative lead-generating techniques and maintain productive working relationships with existing customers.
5. Utilize approved marketing materials to present the sales presentation and proposal to prospects, assuring the customer understands our value proposition, positive features, benefits and advantages of our products and services over those of the competition.
6. Independently establish call plans and customer follow-up strategies and tactics, and consistently apply time and territory management techniques.
7. Follow up with prospects.
8. Maintain an in-depth knowledge of complete line of products/services and customers’ issues and needs through in-house training and reading/research.
9. Obtain referrals and work with Centers of Influence.
10. Process work order and complete all paperwork in accordance with approved and standardized procedures.
13. Conduct follow-up by contacting customer, ensuring commitments were met and affirming customer satisfaction once the customer has been serviced.

Minimum eligibility requirements:

Skills: • Excellent oral, written and presentation skills with the ability to present to homeowners and commercial customers • Action Oriented • Driven for Results • Customer Focused • Problem Solver • Time Management

Must be 18 years of age or older

Posses a valid Drivers License

High school graduate or completed GED, College degree preferred

0 to 2 years of sales experience, demonstrated ability to consistently meet and exceed goals / quotas.

HOURS: Part / Full Time

SALARY: \$10K to \$24K/ Yr (Commissions + Performance bonuses)