



Sales Executive

Company Name: Brooksource and Technical Youth

Headquarters Address:

8395 Keystone Crossing, Suite 202
Indianapolis, IN 46240

Contact Person: Julie Rank

Phone: (317) 287-3227 **Fax:** (317) 731.5086 **E-mail:** jrank@brooksource.com

Job Title: Account Executive

Locations:

Indianapolis, Cincinnati, Columbus, Detroit, Chicago, Louisville, Nashville, Philadelphia, Milwaukee, Charlotte, and Denver

Job Description:

Brooksource needs recent college graduates looking for a career in sales. This position will consist of managing current Brooksource corporate accounts, calling on companies to develop new clients and penetrate existing accounts, setting new meetings, negotiating rate and terms of contracts and winning projects from our competition. The position helps coordinate turnkey projects and allocates certain technical personnel for IT upgrades, migrations, and conversion projects. You will be responsible for continually entertaining your clients to help build excellent client relationships and network with other executives to build business. Compensation is salary, commission, car/cell phone allowance, mileage reimbursement, bonuses, health benefits, 401k etc.

Training:

Every new hire will start out as a Corporate Recruiter. This is our training program to get into sales. You will be paired with a Sales mentor, working together to grow a sales territory. Training will include a one week intensive program at our Headquarters in Indianapolis. We will cover technology, our business processes and standards, and company culture. Once comfortable in the position and your allocated numbers are met, you will start sales role plays, attend client meetings and outings with your mentor, and work with clients directly to fulfill their project needs.

Qualifications:

- Bachelor degree in Business or related field
- Detail oriented and task driven
- Highly self motivated, being able to work as part of a team and independently
- Excellent written and communication skills

Above all we are looking for leaders. Technology background is a plus, but not necessary. We provide all of the training you will need to be successful. If you want to be part of a fast paced, high growth organization, Brooksource is a great place to begin your job search.