



Account Executive

Freedom Debt Relief of Freedom Financial Network is expanding its growing telesales group in Tempe. We are one of the largest debt settlement companies in the US and are doubling our staff in Tempe. We are looking for entrepreneurial, talented, motivated inside sales agents for an exciting opportunity in a growing industry. We are seeking professional and growth driven people! Work hard, have fun and earn a great living helping people get out of their most pressing financial problems!

The Account Executive (AE) will execute and manage all aspects of the sales cycle and be responsible for accurate forecasting. As a quota bearing position, the AE will be responsible for managing the sales pipeline to ensure revenue goals for the organization are met. Responsibilities will include responding to inquiries (i.e. no "cold calling" - it's a very consultative sale), following up with calls & emails throughout the sales process, understanding customer's financial situations, hardships, credit scores and budgets. The goal of the AE is to consult with the potential clients, qualify the client, then enroll them into our program and prepare client information for resolution.

ESSENTIAL DUTIES

- Qualify all inbound sales requests.
- Generate interest in the Debt Consolidation Program.
- Understand and execute a consultative sale.
- Deliver value add to prospect and close the deal.
- Manage the sales pipeline.
- Insure accurate forecasting.
- Manage a multi-step, variable sales process.
- Manage and accurately monitor deliverable through other parts of the organization.

JOB QUALIFICATIONS

- 3-5 years financial sales experience
- Highly motivated self-starter.
- Computer proficient
- Have the desire to help people and are driven to make money
- Strong Organizational and Communication Skills
- Industry Experience with Banking, Auto, Credit & Mortgage preferred

You may apply by emailing your resume to ahayden@freedomdebtrelief.com or faxing your resume to 602-414-0671 Attn: Amanda Hayden