

Max Impact Solutions

Connecting People, Passion and Profits.



ACCOUNT EXECUTIVE : CREDIT MANAGEMENT SERVICES

Opportunity Description:

Credit scores affect every aspect of our financial lives - qualification for loans, the interest rates we pay, employment opportunities, and even insurance premiums. Undoubtedly, a consumer's credit score has become one of the single most important criteria reviewed and considered by today's lenders and potential employers.

Our partner's proprietary technology allows us to help our customers resolve their greatest credit challenges. We strive to provide the most powerful and comprehensive set of credit management tools possible to help our customers resolve credit problems as quickly as possible. Most consumers fail to understand the critical differences between credit monitoring, credit repair and credit management.

Credit Monitoring: By their own description, credit monitoring services are reactive and incomplete. While the service they provide is important, it is critical to understand that these systems *will only tell you what is happening with your credit.*

Credit Repair: A frequent confusion on the part of some is that they think that our service is a credit repair company. The actual answer is yes and no. Credit Repair companies typically require that you pay either large up front sums, or ongoing monthly service fees, in order to retain their services.

Credit Management: A more accurate description is that our service provides a self-directed, automated, credit management solution which proactively enables the end user to positively impact their credit rating by taking action. The ability to make repairs to the credit report is just one of the significant benefits produced in utilizing this unique and powerful system.

Managed Credit Services, Inc (MCS) provides the most comprehensive tool available today that allows the consumer to do more than simply monitor their credit. The company's incredibly user friendly Software-as-a-Service (SaaS) business model, delivered through super secure firewalled database servers, means that users can actively manage their credit with peace of mind. We have partnered with the top company credit management company in America to assist thousands of people save on interest.

Are you ready to join a group that understands where service is needed? Are you ready to profit from your existing database? If you are motivated and a team driven professional we want you to join our team!

REQUIREMENTS

- Ability to work the phone. MUST BE AGGRESSIVE
- 2-4 years of sales experience in the technology or B2B sales.
- Proven track record for meeting and exceeding assigned annual quota.
- Possess current book of business in your metro demographic to accelerate your success.
- Proficient in basic business concepts. Microsoft Office / CRM experience (including SEO functionality).
- Understanding of Viral Marketing, Internet Marketing, PPC, Google Ads, Affiliate marketing in order to maximize branding efforts and expansion is a big PLUS.
- Motivated/self starter with strong organizational skills, detailed oriented.
- Excellent written and verbal communication skills.
- Should possess experience using Hoovers, OneSource, and other on-line research tools.
- You must be willing to work from home, part time or full time



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RESPONSIBILITIES

- Partners with all lines of business
- Maintains accurate client records through CRM software.
- Developing client relationships and business overviews and demonstrations:
 - 10% of outgoing calls based on prospects responding to incoming requests.
 - 80% are basic cold calls (researched) with no obvious compelling event.
 - Account Executive creates the compelling event.
 - 10% are warm leads following a compelling event.
- Drives product sales, awareness, and activity with the prospect/client through email
- campaigns/phone calls/letters around specific products or time-limited offers.
- Properly qualifies and provides large opportunities to Executive Team.
- Leverages our Partners brand and Max Impact Solutions sales system by understanding
- how to effectively utilize our Partners resources to open and close business.
- Maintains proper time management (critical to keep all activities on track).
- Constantly gathers relevant information/intelligence on prospects/clients.
- Understands and is able to deliver the value proposition in less than 30 seconds.
- Demonstrates a mastery of our Partner products and services.
- Recognizes where the deal is in the sales cycle.
- Maintains constant contact with Executive team.

QUALIFICATION

- Bachelor's Degree or equivalent experience
- 2+ years of sales preferred but will train the right person
- Excellent oral, written, and communication skills
- Excellent organizational skills
- Proficient in Microsoft Excel and Word, Outlook and CRM Management.
- Professional Appearance and Attitude
- Strong work ethic

COMPENSATION

- Pay for Performance and Residual income base. Uncapped commission structure.
- Training is provided
- Extensive training and support (Webinar training, lead generation training, marketing materials, etc)
- Rapid advancement and leadership opportunities available

EDUCATION

Bachelors Degree preferred. Not required.



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