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Account Executive

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Company: CCS Construction Staffing

Location: United States

Category: other-general

We are seeking an Account Executive in the Indianapolis, IN area to join our team! You will resolve customer questions and offer solutions to drive company revenue. CCS Construction Staffing is based here in Charlotte and provides skilled construction trades to contractors throughout the US. In 2008, CCS operated in one state. Now, CCS has active operations in over 20 states. This position comes with a base salary, weekly car allowance, full benefits and uncapped commission!

Responsibilities: Present and sell company services to new and existing customers Prospect and contact potential customers Reach agreed upon sales targets by the deadline Offer solutions to manpower needs Set follow-up appointments to keep customers aware of latest developments Create sales material to present to customers

Qualifications: Previous experience in sales, customer service, or other related fields Familiarity with CRM platforms Ability to build rapport with clients Strong negotiation skills Deadline and detail-oriented Competitive and the willingness to succeed

Compensation & Benefits: Base salary plus uncapped commission earnings Yearly vehicle allowance Guaranteed commission earnings year 1 Full Medical, Dental and Vision after 60 days of employment. 401K match after 1 year of employment.

Notable Awards: 7x Best Places to Work by Charlotte Business Journal! Inc 500/5000 Fastest Growing Private Company! Grant Thornton North Carolina 100! Inavero Best of Staffing Client Satisfaction Award!

CCS Construction Staffing is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, and other legally protected characteristics. CCS promotes from within and is excited to add valuable team members that will contribute to our rapid growth.

Our Indianapolis Account Executive will report directly to the Midwest District Sales Manager. This is a remote position. Please apply with an updated resume and contact information. Thank you

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