

# United States Jobs Expertini®

## Sr. Account Executive

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Company: The Judge Group

Location: New York

Category: other-general

## Sr. Account Executive – Judge Technology Solutions

The Judge Group is looking for experienced, competitive, and self-motivated Account Executives to join our growing team across North America.

### Who is Judge?

The Judge Group, established in 1970, is an international professional services firm headquartered in the Greater Philadelphia area. Judge is a global leader in technology consulting, staffing solutions, corporate training, and human capital management. Our solutions are delivered through an annual workforce of 9,000 professionals and 30+ office locations across the United States, Canada, and India. Judge is committed to the success of our clients, consultants, and employees. By joining our team, you will be part of an established, growing, and innovative culture that makes developing employees' top priority.

### Why Judge?

Are you looking to kick off your sales career in the fields of Technology, Healthcare, Finance & Accounting with a prominent firm in one of the fastest-growing industries? How about working for a high-growth and financially sound organization experiencing record growth and providing excellent training, innovative technology, multiple career paths, positive culture that promotes teamwork, constant recognition, and values giving back to the

community? If so, then the Judge Group could be for you!!

Our Account Executives provide talent acquisition solutions in the areas of technology and healthcare meeting the growing demands of hiring executives across our portfolio of clients. Our proven model of success, exceptional training program, and custom delivery platform helps ensure that Account Executives achieve maximum results that keep you focused on building strong relationships and generating sales. We build great client relationships through consultative selling, client site meetings, sales presentations, and regular entertainment such as lunch/dinners, sporting events and exciting excursions.

### **What Judge will provide you?**

- Industry leading delivery team with delivery centers in the US and India
- A well formulated career path with exceptional opportunity for growth
- Industry leading sales training program
- The opportunity to join one of the fastest growing and highly regarded staffing firms in the industry
- Fast paced, performance-based organization that publicly and financially rewards its employees for achieving a high level of success
- Ability to sell regionally and nationally
- 50+ years of successful business and streamlined processes based on industry leading best practices
- Hands-on executive management team dedicated to the overall success of the organization and its employees
- 9,000+ consultants internationally

### **Compensation:**

Below is a breakdown of average incomes by Judge Salespeople who were employed for the entire year of 2023:

- 37% of our Account Executives earned over \$250,000
- 35% of our Account Executives earned between \$150,000 and \$250,000
- 14% of our Account Executives earned between \$100,000 and \$150,000
- 14% of our Account Executives earned between \$75,000 and \$100,000

**Benefits:**

- Competitive base salary, uncapped commission, and bonus with six figure earning potential
- Ability and incentives to cross sell technology, talent and learning solutions
- 401K match
- Generous client entertainment allowance
- Cell phone reimbursement and mileage reimbursement
- Annual incentive trips to exclusive vacation resorts
- Quarterly sales contests/incentives

**Job Responsibilities:**

effectively present all of our services to new and existing clients

- Penetrate new business through in-person meetings and presentations with key client hiring managers and senior level executives
- Generate new business through cold calling, attending conferences and through referrals
- Successfully expand and maintain existing client base
- Maintain consistent pipeline of existing and prospective business and run 10-15 client meetings including Zoom presentation each and every week
- Secure qualified job opportunities from existing and new clients

**Minimum Requirements:**

development or recruiting experience and a proven track record of success

- Key traits: Energetic, competitive, confident, persistent, commission-oriented/money motivated, strong desire to succeed, hunter/farmer
- Experience breaking and developing local mid-market and/or national accounts
- Strong communication and presentation skills
- Bachelor's degree preferred

The Judge Group

Katlin Hollyfield

Senior Talent Acquisition Manager

Email: khollyfield@judge.com

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