

Job Openings at RCG- General Business CAM

RCG is looking for Rockstar-status Corporate Account Managers to shout to the world how RCG can impact others business and to change the way telecom is sold along the way.

If you are...

- **BIG Time High Energy**- Do you get energy from discovering new clients and love the thrill of the chase? Do you have that energy that draws people to you and makes them want to learn more?
- **Relationship Builder**- Do you quickly build trusting relationships with all sorts of people? Do you possess the ability to listen and discover the real needs of clients, not just their wants?
- **Unwavering Motivation** – Do you have that inner drive to be the very best and set the bar high? Do you have an inherent hunger that pushes you each and every day?
- **Chameleon** – Do you easily adapt to your surroundings? Do you have the ability to evaluate a situation and make adjustments for that environment?

... Then you may be the right person for RCG.

What will make you good at this job?

RCG is a company full of Rockstars so if that's not you, *walk away now*. To be successful you must be an expert in managing your own work week which will include: in person visits with Decision Makers, telephone prospecting to set those visits and diligence with documentation in RQ (our CRM system). Your sales will come through prospecting to local businesses, networking events and hopefully you already know a person or two that would be a good fit for our solutions. The perfect candidate should have a hunter's mentality and a farmer's aptitude to be successful.

The extra stuff:

No first timers here please, we prefer a proven track record in B2B telecom sales and we'll ask you to prove it. RCG is a team environment so you've gotta play nice and enjoy working with others. We like to keep things interesting and always moving our business forward through daily, bi-weekly, quarterly and yearly goal setting. The most important piece of the puzzle will be experience in the telecom world; either wireline or wireless is required for all superstars.

The stuff you are really reading this for:

- Salary (\$45K) + commission – your motivation determines the rest
- No cap on commissions you create your own paycheck
- 401K if you want to retire one day
- Quarterly bonus based on the whole team killing the profit numbers
- Plenty of paid holidays like Christmas and such
- The best benefit of all.... The RCG team, because we are amazing. Come see for yourself!