

Job Openings at RCG- Corporate Account Executive

RCG is looking for someone to assist in growing revenue into our existing client base (over 1,000 local companies). Learn what drives these companies, how they're growing and find new ways we can work together and fuel their growth.

If you are...

- **A Gardener**- or someone that likes to nurture things and make them grow. We are not talking about plants here, we need someone that can grow relationships and build a strong root system for our RCG client base.
- **A Motivator**- or someone that wants to help create the position and manage their own day. Hand holders need not apply!
- **A Hunter** – or someone who likes to find opportunity in places that may have been missed the first time. A hunger to grow new business and be on top of the sales board.

... Then you may be the right person; we only want a rock star so don't apply if you are even a little weak.

So what will you do all day?

The Corporate Account Executive will be the person that calls into the database and works to create new sales and grow relationships. This does not mean taking clients out to lunch every day, but more looking for new life in an account that others may have missed. You will spend about 70% of your time inside our beautiful office calling out to clients and about 30% of your time visiting them to discover their needs. This position does carry a monthly quota that will be met through selling RCG solutions. You won't be chained to your desk so we ask that you are diligent with updating clients in RQ (our Client Management Software).

The extra stuff:

Since you will be spending some time on the phone we would like to see some previous calling experience to more than just your mother. As we all know, when you leave a voicemail most of times you won't get a call back, so follow up skills are a **must**. There is a 6 month quota ramp up period and we'll help you grow along the way. Also RCG has a lot to offer in the telecom world and a telecom background is required and will make your life easier too. Wireless or Wireline –we're not picky.

The stuff you are really reading this for:

- Salary (\$40K) + 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!