



Account Executive Role at Ser Tech

Job Title: Account Executive Role
FLSA Status: Exempt
Eligibility: Must be eligible to work full time without visa sponsorship
Location: Flexible

About Ser Tech

Like many tech companies, Ser Tech started with little more than an idea. We've been fortunate to build a great team, innovative consumer finance services, and strong relationships over the past 23 years. Today, we provide consumer credit data marketing and risk analysis to over 350 credit unions, cooperatives, and partners. We're a progressive team that is passionate about the role credit unions play in consumer finance.

About the Job

We are looking for an enthusiastic and experienced account executive to generate revenue growth for our consumer credit data solutions to both new and existing clients. The right candidate will possess demonstrated success in meeting aggressive growth goals and proactively uncovering sales opportunities. A proven success record in consumer financial sales is required.

Essential Functions

Business Development — Identify and create opportunities with new and existing credit union clients. Use your established network, social media, and industry forums to form new relationships and uncover opportunities.

Consultative Selling — Earn industry expert role by demonstrating an extensive understanding of Ser Tech's solutions and matching them to client needs and critical industry challenges. Must be successful in selling to the C-suite.

Sales Planning and Growth — Understand the business challenges facing credit unions in your territory. Be accountable for closing new revenue opportunities and meeting revenue expectations. Be responsible for accurate forecasting and financial information on a weekly basis. Effectively coordinate internal resources to support solution design, proposal development, pricing, contract negotiations and implementation of solutions.



Qualifications

- Bachelor's degree preferred
- Excellent written and oral communication skills; articulate and persuasive presence and speaking experience required
- Background in credit or information industry, with experience selling consumer credit solutions strongly preferred
- Successful track record of strategic-level sales and business development
- Ability to drive personal results in a collaborative, team-selling environment
- Experience cultivating and managing senior-level relationships extending to the C-suite
- Superior consultative sales and negotiation skills
- Excellent planning, organizational and project management skills. Familiarity with sales automation tools
- Ability to travel (30%)

Benefits

Working for a 23-year old established services company is just one of the rewards of joining Ser Tech. We offer a highly competitive package comprising:

- Competitive base salary
- Aggressive bonus plan
- Core benefits including: full medical, dental, vision, matching 401K (Ser Tech covers 90% of employee, 50% of dependents medical expenses)
- Opportunity to work with an established leader that demonstrates corporate social responsibility
- Progressive and respectful company culture

If interested, please send resume to james.lee@sertech.com.