

## **Frosch Rewards & Incentives Account Executive/Outside Sales**

We are looking to hire a full-time Account Executive Sales Professional, who is results-driven and eager to learn the performance improvement/rewards/incentives/engagement business. We are seeking an individual who enjoys engaging with people, problem solving, and has experience using consultative sales techniques to successfully close the sale. The position is located in Coppell, Texas. This is a base salary plus commission role.

In this role you will sell channel, consumer, sales & employee incentive solutions. You will be immersed 4 days a week prospecting for new business with a concentration in the greater Dallas-Fort Worth area, as well as servicing existing accounts (with one office day per week). You will be responsible for: analyzing, identifying, assessing and developing new business; contacting prospects and, utilizing persuasive sales techniques, explaining the features and merits of products and services offered.

Critical to the success of this individual will be:

- strong hunting/prospecting skills
- the ability to sell to the C-Suite level
- experience in needs-based consultative selling to prospects including HR directors, wellness program managers, business owners, presidents, VP's, CFO's, and other C-level decision-makers- you are not selling a product, you're selling an intangible solution that's recommended by you based on the client's situation and their objectives
- a competitive drive and demonstrated track record of sales

Requirements:

- 1-2 years B2B consultative sales experience
- Sense of urgency, passion and strong work ethic
- The ability to meet monthly sales goals
- Experience using consultative sales techniques to successfully close the sale

Benefits:

- Base plus commissions
- Full benefits package is available when eligible (following the new hire waiting period)

About Frosch Rewards & Incentives

We are a full-service incentives agency, specializing in engaging our client's publics. We offer a varied range of affordable, custom and personalized programs that can help companies acknowledge employee achievements, incent customer loyalty, recognize productivity, foster healthy lifestyles, encourage desired behaviors and also provide holiday rewards.