

**Position:** Account Executive – Sales  
**Timing:** Immediate  
**Location:** Scottsdale, AZ or regionally located

**Description:**

InfoArmor delivers unparalleled identity theft protection and privacy management services to consumers through our partners. With almost 10 million Americans being victimized last year alone, affordable identity protection solutions are in high demand and will continue to be in the future.

We partner with companies that will benefit from offering value added services or benefits to improve their customer and employee engagement, loyalty and overall profitability. Creativity and technology are required to innovate and thrive. InfoArmor helps companies get there with unique programs that are designed to generate revenue without the requirement of up-front costs or additional head count.

The Account Executive needs to be a highly motivated analytical thinker who will manage the sales process from start to finish. The ideal candidate must also demonstrate superior follow-through, assimilate information quickly, and communicate comfortably with all levels of management within an organization.

The Account Executive will:

- Generate their own business leads
- Utilize Salesforce.com to track leads and opportunities through the sales process
- Present InfoArmor services to those businesses
- Develop a well thought out Service Agreement and help those businesses successfully sell or offer the services to their member or employee base
- Serve as the business partner's first line of communication through the sales process and implementation
- Work closely with InfoArmor's Operations and Marketing team to turn up new customers throughout the entire on-boarding process; using internal resources wisely
- Take part in regular activities that include: prospecting via phone, e-mail or other medium; face-to-face sales calls utilizing our company's sales process; follow-up letters/e-mails; travel within the US; and interaction with clients and potential clients at events

**Skill Set:**

- Communication Skills: Excellent writing and critical analysis skills
- Presentation Skills: Over the phone and in-person
- Self-Starter: Commitment to making phone calls; following up with clients; demonstrated ability to multi-task and manage conflicting priorities without impacting deadlines; plan and execute with minimal supervision; strong work ethic
- Interpersonal Skills: Ability to interact with a variety of behavioral and personality styles effectively and make all feel comfortable
- Flexible: Able to tackle new assignments and wear multiple hats
- Courage and Confidence: entrepreneurial
- Work well independently and in a team environment
- Intermediate to advanced skills with MS Office
- Experience with Sales software (Salesforce.com preferred but not required)

**Education/Experience:**

- Bachelor's degree (and/or)
- Minimum of 5 years experience with broad exposure to sales

**Compensation:**

- \$50K base plus commissions, bonus and benefits