

Job Description: Account Executive

Title:	Account Executive
Compensation:	Competitive base salary, uncapped bonus with six-figure earning potential
Reports To:	President of New England Low Vision and Blindness
Location:	Worcester, MA Corporate Office; New England Territory
Hours:	Full-Time, Monday-Friday

New England Low Vision and Blindness (NELVB) is looking for an experienced, competitive, and self-motivated Account Executive to join our growing team.

This position provides the qualified candidate with the ability to Bring Hope to people who are blind or low vision through our best-in-class assistive technology and assistive training services.

In this role, the qualified candidate will have the opportunity to:

- Grow our assistive technology and assistive training services to undeveloped channels
- Generate new business through cold calling, networking events, referrals, etc.
- Follow up consistently on inbound leads assigned to you
- Successfully expand and maintain existing client base via Salesforce CRM platform
- Identify client needs and suggest appropriate assistive technology and assistive training services
- Build long-term relationships with new and existing customers
- Qualify inbound leads and work with the internal team on appropriate follow-up
- Work with other members of the NELVB Low Vision Technology Rehabilitation team to share knowledge and collaborate to help further strengthen our market leadership position.

What should you have:

- Excellent oral and written communication
- Detailed oriented with the ability to pay attention to minute details for a project or task
- Can successfully work independently and in a team environment
- Self-motivated with the ability to be internally inspired to perform a task to the best of one's ability using his or her own drive or initiative
- Excellent time management skills
- Reliable, dependable and trustworthy

Applicants should possess and or have the desire to possess the following qualifications:

- Bachelor's Degree or equivalent work experience
- 1-3 years experience selling in a professional services environment
- Preference for familiarity with the field of accessibility
- Experience in lead generation and sales development
- Experience with Salesforce preferred

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Compensation:

- \$45,000 - \$55,000 Salary based on experience
- Uncapped bonus pay
- Ability and incentives to cross-sell technology and training services
- Company car or allowance
- Executive training program
- 15 days of paid time off
- Federal Holiday pay and time off
- Optional Health insurance coverage
- 401K and company match after 1-year

How to Apply: Please e-mail a cover letter and resume to info@nelowvision.com

About New England Low Vision and Blindness

New England Low Vision and Blindness is recognized as the industry leader for providing compassionate and knowledgeable technology and training solutions to people who are blind or with low vision.

Lack of confidence or experience can sometimes hold us back from applying for a job. But we'll let you in on a secret: there's no such thing as a 'perfect' candidate. New England Low Vision and Blindness is a place where everyone can grow. So whatever background you bring with you please apply if this is a role that would make you excited to come to work every day.