

Inside Sales Account Executive

Houston, TX

POSITION DESCRIPTION:

As an Inside Sales Account Executive, you will be marketing a web-based software solution to a wide variety of industries. You will have the exciting opportunity to manage accounts, field requests and objections, close business to business sales and help our business grow through capitalizing on each warm lead. You will also partner with our field-based Account Managers to maximize sales with our customers and act as a subject matter expert on Callbright products. The majority of our existing customers are automobile dealerships, but we are looking for Account Executives to expand into other vertical markets which would require research and making proactive outbound calls.

After your initial training, you will have the opportunity to travel 3-4 times a year to trade shows, sales meetings/training, and customer visits which will give you the chance to present the value of our product. This position offers a base salary plus uncapped commission compensation.

REQUIREMENTS:

- Degree preferred, but not required
- Excellent communication skills on the phone
- Money-motivated
- Aggressive, persistent, and strong work ethic

TO APPLY: Submit your resume to careers@reyrey.com or visit our website at www.reyrey.com/careers to learn more.

BENEFITS:

We strive to offer an environment that provides our associates with the right balance between work and family. We offer a comprehensive benefits package including:

- Medical, dental, vision, and life insurance
- 401k with 100% matching up to 6% of compensation
- Referral bonuses with the opportunity to earn up to \$7,000 per hire
- Paid holidays, vacation and sick days
- Professional development and training through Reynolds University
- Discounted membership to local area fitness centers
- On-site medical clinic staffed by a Nurse Practitioner
- Company-sponsored events and sports leagues including: company picnic, softball, volleyball, bowling, and more!
- Gourmet cafeteria, open for breakfast and lunch, that features a salad bar and a variety of made-to-order cuisine options
- Opportunities to participate in charitable endeavors, such as our annual Bike Build for local military families, participation in the Reynolds Associate Foundation, company sponsorship in local charity 5k Run/Walks, and other volunteer opportunities

ABOUT OUR COMPANY:

Established in 1866, Reynolds and Reynolds offers the Retail Management System – a complete suite of products and services for automotive dealerships. Reynolds solutions are built as one, to work as one, for all areas of the dealership. While headquartered in Dayton, Ohio, Reynolds has offices all over the world, employing more than 4,300 associates. We offer a variety of opportunities: Energizing projects, high-powered teaming, constant learning, and professional growth.

CONNECT WITH US:
www.life.reyrey.com



Inside Sales Account Executive

Houston, TX

Reynolds and Reynolds promotes a healthy lifestyle by providing a non-smoking environment. Reynolds and Reynolds encourages applicants of all ages and experience to apply, as we do not discriminate on the basis of age.

CONNECT WITH US:      

