American Checked, a Ministry Brands company, is looking for an Account Executive to join our growing team!

**Who we are:**

AmericanChecked Inc. is a globally recognized background screening company based in Tulsa, Oklahoma. We are an accredited member of the Professional Background Screening Association (PBSA). Currently, we have an opening for a full-time Account Executive. Our purpose is to be the trusted voice in background screening by providing a unique experience that conveys our visionary leadership, passion for service and commitment to excellence.

**Who you are:**

Successful candidates will support our “Make Their Day” team philosophy and guiding principles that encourage our employees to go above and beyond for clients and peers while maintaining a true work/life balance.

Job Purpose is to generate revenue for our Company by finding leads, closing sales, supporting existing clients, formulating sales strategies and communicating product value to clients.

**What you’ll do:**

* Meet or exceed revenue goals and quota.
* Meet or exceed assigned marketing objectives or activities.
* Meet or exceed assigned strategic initiatives.
* Attain thorough knowledge of Screening Industry.
* Facilitate cold and warm calls to prospective leads.
* Identify leads and educate prospects through calls, emails and presentations.
* Maintain and build relationships in industries we serve.
* Strong understanding of products and services to provide specialized solutions.
* Develop strategies for more efficient sales.
* Promote specific products and promotions as directed by marketing.
* Prepare professional, complete and accurate proposals, reports, and sales materials.
* Record all sales related activities in contact management system, Salesforce.
* Respond to and follow up on sales inquiries received through website and other sources.
* Strong understanding of the sales process and onboarding paperwork.
* Market research and compile competitor intelligence.
* Attend networking events, tradeshows and business-related functions for the purpose of prospecting, building relationships, closing deals and meeting customers.
* Provide demos, webinars, presentations other technical sales presentations as needed.
* Participate in company meetings and events.

**Why you'll love us**

* Competitive compensation
* Career advancement opportunities
* Health Benefits
* Paid Holidays
* PTO/Vacation
* 401(k) matching

AmericanChecked, a Ministry Brands Company, is proud to be an Equal Employment Opportunity Employer. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.