

InfoCenter Alabama, Inc.
Account Executive – Outside Sales Representative
Job Description
Independent Contractor / Employee

WHO IS INFOCENTER ALABAMA:

InfoCenter Alabama, Inc. was founded in 1995 to serve the tourism, travel and hospitality Industries of Alabama. Our system of statewide touchscreen kiosks and our web site provide dynamic multimedia advertising-based listings about communities, attractions, hotels, restaurants, shopping and much more.

InfoCenter Alabama is viewed as a valued partner by the industries we serve. Our founder serves on the state board of the Alabama Hospitality Industry.

In 2008, InfoCenter Alabama launched a new service in partnership with Alabama hotels, initially in the greater Birmingham area, called Electronic Concierge Service. This service is based on our web site and serves the proactive hotel guests who seek information from the Internet using their laptop or Business Centers of our partner hotels, currently 48 in the greater Birmingham area. This new service has greatly expanded our advertising exposure and potential client market. For this reason we are seeking a number of sales representatives to cover this new market.

These Sales Representative positions offer an opportunity to be part of a rapidly expanding business. Those who excel will be able to rapidly advance. InfoCenter Alabama is a veteran-owned business and as such will give special consideration to veterans or their family members.

JOB DESCRIPTION:

- Full-time business-to-business outside Sales Representative
- Commission-based independent contractor or employee
- Initially in greater Birmingham area with expansion to other north and central Alabama communities
- Develop strategy for selling and marketing our advertising services
- New business prospecting and development including cold calling; scheduling client meetings; and preparing presentations and proposals to strategically win new business
- Goal of 3 - 5 scheduled appointments daily
- Increase sales revenue and new customers
- Maintain reports and contact log to track sales and growth

WHY INFOCENTER ALABAMA:

- Strong reputation and superior customer service in hospitality industry with 14 year track record
- Ongoing corporate training and support
- Well developed prospect database
- Sales and Marketing materials provided
- Generous uncapped commission structure with performance-based bonuses
- Residuals on annual renewal of personal active accounts
- Potential growth and advancement opportunity
- Employee Health, Dental and Prescription Drug Plan

DO YOU HAVE THE FOLLOWING CHARACTERISTICS?

- Understanding of basic selling skills, with exceptional analytical, organizational, and communication abilities
- Computer / Internet Savvy

- Aggressive yet consultative and results-oriented
- Contagious positive attitude
- Ability to work effectively & independently
- Highly motivated
- Bachelor's degree, or related work experience
- Interest in financial independence

Candidate resumes that match the above characteristics will be selected for an interview. We continually work with all of our sales representatives to ensure that they are performing to the best of their ability. Remember, "If you're not successful, we're not successful."

***Email resume with cover letter to jobs@InfoCenterAlabama.com.**