

RELIANCE INFORMATION CONSULTING (RIC) is a fast-growing consulting firm that develops, implements, and manages profit recovery and cost reduction solutions to companies across every industry utilizing vendors for offsite records management and storage solutions. We are industry experts who have developed a robust service that meets the needs of our target market and a strong set of methodologies to deliver and support it. In today's tough economic markets our solution is in high demand as companies look to increase their bottom line to stay competitive.

We are looking to grow our company with highly motivated and team oriented individuals. We consider our combination of agile methods and our team to be a strong differentiator for us in our market.

Summary:

RIC is looking for an enthusiastic and motivated **New Business Development Executive** that will be focusing on bringing in new business and account management.

Key Areas of Responsibility:

- Reports to Managing Partner
- Meeting and exceeding sales goals
- Perform all aspects of selling professionally including: prospecting, approaching, presenting, handling objections, closing and follow-up
- Develop relationships with C-level and senior management executives within large organizations
- Establish and maintain good client relations, with both internal and external clients
- Attend tradeshow, demonstrations and seminars
- Collaborate with Operations to scope client solutions
- Actively participate in relevant industry organizations.

Experience & Qualifications:

- 1+ previous years of sales experience is a plus but not required (preferably in outside Business to Business sales)
- Bachelors Degree
- Excellent client-facing and internal communication skills.
- Excellent written and verbal communication skills.
- Advanced working knowledge of Microsoft Office and a CRM is a plus
- Excellent organizational skills including attention to detail and multitasking skills.
- Strong ability to prioritize workload, and demonstrate exceptional time management skills.
- Strong ability to work independently as well as in a team environment.
- Strong ability to learn quickly.
- Strong results focus and goal achievement skills
- Able to travel out of the state 30-50% of the time

Benefits:

RIC recognizes employees as their most valuable assets and contributors to the company's success!

All of the employees at RIC are provided the following employee benefits:

- 3 weeks of paid time off per year, in addition to standard holidays effective from your first day of service.

Your personal drive and motivation at RIC are the keys to many successes!

Check out our website <http://www.ricpartners.com>

RIC is an Equal Opportunity Employer.