



Account Representative

Responsibilities:

- Relationship Management
- Present and sell company products to new and existing customers
- Prospect and contact potential customers
- Reach agreed upon sales targets by the deadline
- Set follow-up appointments to keep customers aware of latest developments
- Create sales material to present to customers

Qualifications:

- Previous experience in sales, customer service, or other related fields
- Customer Service and Sales Experience
- Contacts within the community
- Ability to build rapport with clients
- Strong negotiation skills
- Deadline and detail-oriented
- Able to follow instructions thoroughly, and work independently.
- Excellent verbal and written communication skills
- Professional appearance and attitude
- Flexible and self-motivated

Requirements:

- Valid Florida Driver's License
- Reliable vehicle
- Florida State minimum required automobile insurance
- Customer Service and Sales background

Salary commission based on experience.