

Dynamic Sales Executive Wanted

To apply, please email your resume and cover letter to Human Resources at saleshr@rcaonline.org with the Subject "Sales."

The compliance environment continues to escalate as a result of increasing regulatory and corporate initiatives. Consequently, a void has developed in the area of compliance education.

The Regulatory Compliance Association (RCA), a not-for-profit association, emerged to create a comprehensive compliance education curriculum.

Over the last few years, the RCA has evolved to the point of searching for an experienced dynamic Sales Executive.

We are looking for an enthusiastic, career minded, self-motivated individual, willing to work a full time schedule including days, evenings, some weekends and holidays.

Individual should possess the ability to multi-task and thrive in a fast paced and fun, team environment. Have a strong desire to exceed all sales and performance expectations. Maintain strong communication, negotiation and interpersonal skills, as well as phone skills.

Qualified candidates will have the following:

- **Business to business sales experience**
- **Assertive and positive attitude**
- **Ethical approach to business**
- **Effective closing ability**
- **Networking and business development skills**
- **Power to learn and execute marketing and sales programs**
- **Full time availability**
- **Highly developed sense of integrity and commitment.**
- **Strong desire to succeed**

The ideal candidate will have the following characteristics:

Searching for a CAREER, not a Job

FIERCELY LOYAL, DEVOTED, SINCERE, HONEST TO A FAULT

TEAM PLAYER – takes and follows direction – without exception

SELF MOTIVATED to perform beyond expectations

SELF DISCIPLINED – self-starter, takes initiative, prioritize activities, multi-task and work independently in an under staffed environment

SUPERIOR organizational, time management and project management skills

QUICK LEARNER – when provided instructions/training – MASTERS UPON 1ST ATTEMPT

STRONG COMPUTER SKILLS - advanced proficiency with Word, Excel, Power Point

HIGHLY ATTENTIVE AND DETAIL ORIENTED

STRONG WORK ETHIC – performs above and beyond expectation (arrives early, stay late).

Excellent communication and interpersonal skills

Creative thinker with exceptional problem solving skills

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COMPENSATION = Pay Rate Commensurate with Experience and abilities