

Job Title:	Senior Account Manager	Job Category:	Independent Contractor
Department/Group:	Sales	Job Code/ Req#:	3444
Location:	Field Sales	Travel Required:	Yes
Level/Salary Range:	21% Incentive per Account – Paid Monthly 5% team performance BONUS – Paid Quarterly	Position Type:	Business to Business Sales, Account Maintenance & Supervisory
Will Train Applicant(s):	Yes	Reports To:	COO & VP of Sales

ACCOUNT MANAGER – MONTHLY BONUS STRUCTURE & PERKS

We offer a 21% earning on each sales account you close

BUSINESS SUPPLIES

Each Account Manager will automatically get business cards, and have their picture and contact information displayed on our website. The first order of business cards are FREE to you; subsequent orders will cost \$20.00 per order of 250. Account Managers will also receive a company email address and phone extension to conduct Marketing B.O.N.U.S work from, general club brochures and monthly membership logs. The Account Manager will receive a company Visa Pex Card (P-Card) after they have secured 5 accounts. Your company P-Card will have a monthly balance based on your performance. Your company P-Card can be used for business purposes only and to order additional supplies from our company supply store.

Fax or E-mail:

Operations@mybonuschecks.com

Mail:

Attn: Operations Office
The Marketing BONUS Club
601 Carlson Parkway
Suite 1050
Minnetonka, MN 55305

Job Description

Job Purpose: Develops new business by recruiting business accounts; initiating, developing, closing sales, recommending new members and maintaining accounts. *Should have a home computer, phone and reliable transportation.* **Manages a team of Account Managers & drives them to obtain their membership account goals by coaching & supervising their team. You will also be responsible for completing team reports to the executive team which outlines your teams performance.**

Duties:

- Identifies potential members by studying business leads; recruiting key sources and creating membership opportunities.
- Initiates sales process by maintaining and building relationships; qualifying potential business owners.
- Develops sales by making initial presentation meetings or phone calls; explaining the club’s mission & purpose; and introducing the business to potential members.
- Conducts routine communication with existing accounts by updating members on club activity, answering member questions and sending member resource documentation as requested.
- Closes sales by overcoming objections; preparing memberships and adding members to the club’s document server in a timely manner.
- Updates job knowledge by participating in online team trainings; maintaining personal accounts; and attending member meetings, expos and events.
- Enhances the club organization’s reputation by acknowledging club accomplishments and representing the club in a professional manner at all times.
- Builds client base, establishes partnerships/alliances, prospecting skills, meeting sales goals, foster teamwork, planning, building relationships, people skills, initiative, customer focus, emphasizing excellence & sales quotas.

Last Updated By:	<i>Marketing B.O.N.U.S Club Operations</i>	Date/Time:	12/10/2011
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