



Regional Account Executive – High Volume Light Industrial Staffing

First Step Staffing has an immediate opening for a Regional Account Executive in the Philadelphia, PA area. First Step Staffing is the largest non-profit light-industrial staffing agency in the United States. Founded in 2007 in Atlanta, First Step Staffing currently employs over 2000 employees per week. First Step Staffing is on a mission to provide a path out of homelessness through work experience. First Step is a financially independent and self-sufficient social enterprise.

SUMMARY

Provide Temporary Staffing Solutions and Service to the light Industrial markets including event staffing, warehouse, food processing, hospitality and any business that requires temporary labor. Develop sales strategies and attract new clients. You will source new sales opportunities and close sales to achieve quotas. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads and qualifying prospects.

ESSENTIAL DUTIES AND RESPONSIBILITIES: include the following. Other duties may be assigned.

- Be able to effectively manage a Regional Territory (Philadelphia area and New Jersey)
- Grow all business platforms.
- Service existing accounts, obtain orders, and establish new accounts by planning and organizing work schedule to call on existing or potential customers. Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Develop close customer relationships to position First Step Staffing as a key supplier for temporary Services.
- Prepare quotes and contracts representing First Step Staffing's pricing and service.
- Effectively emphasize First Step Staffing's mission to employ people with barriers and roadblocks to employment.
- Submit orders in the region supported.
- Adjust content of sales presentations by studying the type of opportunities and First Step Staffing differentiators, such as customer benefits of using First Step Staffing solutions, service and technologies.

- Focus sales efforts by studying existing and potential volume of customer needs.
- Maintain and increase the company's presence and client base within the territory.
- Contribute to the team effort by accomplishing related results as needed.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contribute to the implementation of the CLM/CRM database and maintain daily.

EDUCATION and/or EXPERIENCE - Bachelor's degree preferred or related background with strong process knowledge is a plus; 5-8 years related experience and/or training; or equivalent combination of education and experience in a sales role.

LANGUAGE SKILLS - Ability to read, analyze, and interpret general business periodicals and professional journals. Ability to write reports and business correspondence. Ability to effectively present information and respond to questions from groups of managers, clients and customers.

Sales-Specific Soft Skills

These are people skills or life skills such as communication and empathy, as well as personal skills such as decision-making and goal-setting.

- Oral Communication
- Written Communication
- Presentation Skills
- Coachable
- Persuasiveness (benefit selling vs. feature selling)
- Handle objections/difficult customer situations
- Dedicated to First Step Staffing's mission

Job Types: Full-time, Commission

Salary: \$75,000.00 to \$100,000.00 /year