

Sales Account Manager

Our **Sales Account Manager** holds a key position in helping the firm drive its revenue. Success in this role directly impacts our organization's continued growth and success. Ideally, you are a hunter, have experience in selling consulting services, and are familiar with ESG.

Key Traits and Responsibilities

- We are looking for a hunter who thrives in a fast-paced, dynamic environment, is results-oriented and is passionate about “doing the right thing” when it comes to prospects, clients, colleagues, and the world
- In this role, you’ll be primarily focused on outbound sales to buyers in different industries and sectors requiring a nimble mindset and the ability to tie our value proposition to the particular need of each prospect
- You will be responsible for ensuring all prospect and client information is recorded within our CRM, and updated regularly, and you have mastered the art of forecasting
- We will look to you for tactical support on proposals, RFPs and RFIs

Qualifications

- Familiarity with general ESG frameworks and trends
- At least 3 years of B-to-B consultative selling
- Outstanding written and verbal communication
- Ability to build relationships with key decision-makers
- Flexible and resourceful, ready to step in when needed
- Self-starter. Ability to seek out relevant information, prioritize, and apply information to solve problems
- Proven track record for consistently meeting or exceeding sales goals
- Authorized to work in USA

About Us

At Third Economy, we advance our clients’ ESG capabilities, improve corporate sustainability and help build sustainable investment portfolios. Our team is passionate about building a sustainable economy and working collaboratively with some of the world’s most respected brands. Our ethos is to measure our success by that of our clients, to go the extra mile, to work hard, and have fun doing it.

Salary Range: \$80,000-100,000/year base + commission

Benefits: We offer 401K, medical, dental, vision, HSA, FSA, short & long-term disability, monthly stipend, vacation, sick, and holidays.

To apply, please submit a cover letter explaining why you would like to work at Third Economy and a resume to jobs@thirdeconomy.com.