



**Accent On Business currently has openings
for the following positions:**

- 2 Sales and Business Development Leaders
- 1 Summer Internship for Marketing and Web Page Design/Development
- Voice and Speech Coach

~Additional career information is listed below for each opening~

If you are qualified and interested in any of our open positions, please submit your cover letter and/or resume' to: AccentOnBusiness@gmail.com for consideration.

Sales and Business Development Leaders

We are searching for 2 highly skilled Sales and Business Development Leaders who will be responsible for all sales activity within our company. We offer substantial growth and opportunity for individuals who consistently excel in a competitive and fast-paced work environment.

IS THIS YOU?

As a proven sales leader, you are a professional, results-driven networker and you are committed to being successful. You understand your results are critical to the continued growth and success of your company. You possess an entrepreneurial spirit with demonstrated success in closing new business sales. You know how to develop strong, productive relationships and do whatever it takes to get the job done.

RESPONSIBILITIES

Responsibilities include lead generation, cold calling and community networking. These positions support both lines of business and are a blend of consultative sales and relationship-building. Our Sales Leaders will establish and maintain mutually beneficial relationships with business professionals, families, doctors and others in the local medical community. Additional responsibilities include developing creative, effective approaches to increase company sales and actively soliciting opportunities to speak before professional organizations and community groups. Weekly reporting documenting sales activity, business and market trends is also included.

QUALIFICATIONS

Our Sales Leaders will possess a proven, consistent track record of producing revenues in excess of \$500,000/yr and will be expected to meet or exceed monthly sales quotas. Preferred 7-10 years sales experience with demonstrated success in growing a customer base. Presentation skills and written communication skills must be stellar. Must be dedicated, self-motivated, detail-oriented and possess strong organizational skills. Must be fast learners and able to work with limited supervision. Available to travel regionally on a regular basis and nationally when needed. A valid driver's license, current auto insurance and a reliable vehicle is required.

COMPENSATION

100% Commission with a highly lucrative uncapped commission plan (20-25% of revenue generated and received). Must be able to provide documentation of your success and proof of earnings of at least \$100K per year in your current or prior position(s). If selected for a second interview this documentation must be furnished to us at the second interview.

Internship

We have an excellent **Internship Opportunity** available for college students interested in learning and understanding business operations at the senior level. This position will support and work side-by-side with our CEO and Marketing Director for a period of 3 - 6 months.

Marketing and Web Page Design/Development Intern

- Technical work on the Company websites including changes to the look and functionality of the site
- Editing of digital photography and optimization of web graphics
- Editing changes to existing hard copy documents
- Copying of flyers and signage as needed
- Updating customer, provider and project reports
- Other duties in assisting the Marketing Director/CEO as needed
- Perform general clerical and office coordination and administrative functions.
- Arrange and plan for events and office meetings.
- Run errands as requested.
- Other duties in assisting the Marketing Director/CEO as needed

Our candidate will have some experience in HTML, Dreamweaver, FrontPage, digital audio recording equipment, web-based seminars, blogs, and pod casts, and must be able to provide evidence of this proficiency. Proficiency in other software including Microsoft Office, Photoshop and Illustrator is required.

The ideal candidate will be organized and attentive to detail. Must be capable of exercising considerable tact and independent judgment under moderate supervision.

This intern position will work approximately 15 hours per week, more as needed.

VOICE/SPEECH COACH (SLP)

This exciting opportunity specializes in Voice and Speech Coaching and Consultation including evaluations and training for our clients. We are happy to be able to add another professional to our growing business!

Have you ever wondered about creative ways to use your education & experience? Would you enjoy working with a diverse group of professionals interested in enhancing their presentation/speaking skills? If so, you may be our Candidate!

Responsibilities include:

- Documentation of client/customer plans, status, and results of training/therapy. Consults and collaborates with other employees including our management team on pertinent issues related to client coaching and development.
- Business Development duties include, but are not limited to, networking, marketing and public relations, sales, client/customer development, presentations to local and national associations and educating prospective clients about our products and services.
- Ongoing personal and professional development pertinent to this position will include research, presentation, and/or publication at a national level on pertinent topic(s).

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