



KATE CRAWFORD
RECRUITING

Account Executive (Outside Sales)

San Antonio or Austin

We are looking for a talented and energized sales professional with a proven record of success in growing territories and building strong professional relationships. Professional services sales experience preferred. Outside sales experience selling litigation services to law firms such as court reporting or deposition services is a plus.

You will be responsible for servicing the Company's existing clients and instrumental in growing revenue through new business development and expansion of existing client relationships/accounts within the designated territory and adjacent territories. You will develop the strategy, approach and relationship plans for the targeted law firm accounts to generate new and repeat business for the Company and its services. You will work closely with a team of high-energy distributed sales professionals reporting to the Director of Sales. You will also work with Case Management Specialists that manage active cases for the Company's clients.

ESSENTIAL DUTIES:

- Facilitate growth strategy, approach and relationship plan for targeted law firm accounts and targeted attorneys within those accounts
- Create deep relationships with attorneys through telephone calls, e-mails, social media, mailings, personal meetings, presentations, speaking engagements, and other business gatherings
- Generate client awareness
 - Medical Expert Witnesses
 - Case Management
 - Billing and Coding Counter-Affidavits
- Working with the Case Management team, initiating active cases while maintaining high client satisfaction

SALES ACTIVITY

- Develops and implements tactical plans to achieve portfolio sales quotas and objectives.
- Execute on specified outbound calls and meeting goals
- Conduct client research
- Meet productivity and targeted case goals
- Effectively act as the company concierge for the client while collaborating with the Case Management team for case and project needs

QUALIFICATIONS:

- Requires excellent prospecting expertise
- One-to-one relationship building skills
- Strong organizational, multi-tasking and time management proficiency



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- History of generating revenues and profits that meet or exceed monthly sales quotas
- Excellent ability to build new business relationships as well as generate new revenue within existing clients
- Demonstrates strong client service acumen

EDUCATION & TECHNICAL REQUIREMENTS:

- Undergraduate or Graduate degree preferred
- 2-5 years outside professional services sales experience, preferably with a legal sales organization
- Proven success in creating revenue and building and managing accounts

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