

## JOB PROFILE—SALES EXECUTIVE

### POSITION SUMMARY

An AWIG Inside Sales Executive is engaged in prospecting, qualifying, disqualifying, and presenting AWIG’s investigative and legal support services to targeted businesses throughout the US. This usually consists of securing meetings and supporting the business development team in making presentations to HR Executives, Risk Managers, Attorneys and Business Owners with an objective of uncovering their investigative and legal support needs and building relationships that lead to the sale of AWIG’s services.

The focus is on identifying targets and partners where our services can be utilized to help with investigative services, including but not limited to Background Investigations, Insurance Fraud/Workers Comp, and Legal Support/Process Service. The companies most likely to benefit from our service offerings are established businesses with 50 to 999 employees (sandbox) in our Background Investigative Division; Any and all Insurance Carriers, Self-Insured Entities and Attorneys (Insurance Defense) who help organizations with mitigating risk in our coverage states and beyond, predominantly in Workers Compensation Fraud, but also with all forms of Liability Claims. With respect to our Legal Support/Process Service, this would include contacts with Litigation Attorneys that have a use for litigation support, predominantly throughout the US and overseas.

### DESCRIPTION OF JOB FUNCTIONS

- Understand core services and selling propositions for AWIG’s services;
- Prospecting leads by dialing prospects on a daily basis, a minimum of 75 dials/day in order to secure appointments/meetings for business development team;
- Pre-qualify prospects according to their pain, budget, and decision-making process;
- Secure (2) qualified meetings/day (minimum) for business development team;
- Work with marketing and business development team to cultivate leads as well as Prospect for opportunities in our target industries through associations, strategic partnerships and integration partners;
- Build, maintain, and document all sales activities in Salesforce CRM software and daily/weekly “cookbook” of activities;
- Prepare for and participate in business development team status meetings;
- Be able to communicate effectively both formally and informally amongst team, prospective clients, and clients;
- Work with management team to improve sales presentation and processes;

## COMPENSATION

Compensation for this position will consist of a base with an unlimited earning potential. The candidate will have the ability to control their own destiny based upon a pre-established "Cookbook" exercise that is developed.

**To Apply: If you are interested in an exciting new career opportunity with a growing investigative firm, please apply by submitting your resume and cover letter to [careers@allianceinvestigative.com](mailto:careers@allianceinvestigative.com).**

In order to be considered for a position with our firm you must provide us with the following:

1. Introductory letter, outlining your qualifications – both from a culture as well as skillset basis;
2. Current resume'
3. Specific salary expectations/requirements (if any).

All items may be forwarded to [careers@allianceinvestigative.com](mailto:careers@allianceinvestigative.com). Thank you for your interest in a career with Alliance Worldwide Investigative Group Inc.!