



AMERICAN REPORTING COMPANY

## **Regional Account Executive:**

This individual generates revenue by developing new relationships with Banks, Credit Unions and Mortgage Bankers. Maintains and services current ARC clients in Washington and Oregon.

Products and services include mortgage credit reports, business reports, flood certificates, verification services, residential and commercial appraisal products. Region is Pacific Northwest.

## **Job Duties:**

- Identifies market potential by qualifying accounts.
- Initiates sales process by scheduling appointments; making initial presentation; understanding account requirements.
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.
- Expands sales in existing accounts by introducing new products and services; developing new applications.
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Participates in industry events and conferences.
- Recommends new products and services by evaluating current product results; identifying needs to be filled.
- Updates job knowledge by participating in educational opportunities.

## **Skills and Qualifications:**

Candidate must possess a minimum of 5 years' experience as a successful account executive in the mortgage industry. Presentation Skills, Internal Communications, Excellent Verbal Communication, Proven Closing Skills, Motivation for Sales, Sales Planning, Territory Management, Prospecting Skills, Meeting and Exceeding Sales Goals and Quotas.

Please contact Lynn Brandli at [lynnb@arcreports.com](mailto:lynnb@arcreports.com) or Francois Madath at [francoism@arcreports.com](mailto:francoism@arcreports.com) for additional information.

Thank you.

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