



Account Executive – Sales – Blue Street Capital

Do you set high standards of performance for yourself and want to work with others who hold themselves to those same high standards?

Do you want the flexibility to determine which industries and territories best align with your financial sales knowledge and abilities?

Is working for a company that offers a stunning ocean view, a positive work environment, and the opportunity to balance life with work important to you?

If so, we may have the career for you. Blue Street Capital, a high integrity independent leasing company soon to be located in Huntington Beach, CA is looking to add a committed, ethical and ambitious sales account executive. We add value to our customers' businesses by delivering high-integrity, convenience-based financing solutions. In this role, you will build a network of business contacts to originate equipment leases and financial transactions. You will use your strong communication skills, work ethic and winning attitude to close sales in a professional manner. In return, we offer a responsive leadership team and credit department, a positive work atmosphere and comprehensive training. In addition, we offer benefits and competitive compensation without limits.

Anticipated compensation package: year 1: \$50K – 75K; year 2: \$100K - \$150K; year 3: \$150K+.

Bachelor's degree or equivalent plus 2 years business to business sales experience preferred.

#### QUALIFICATIONS

- Strong relationship building skills and successful experience applying consultative / solution sales methodologies
- Engaging presentation and active listening skills
- Strong hunting skills and demonstrated willingness to prospect for new business
- Independent sales performer with enthusiastic desire to take responsibility for solutions and accountability for results
- Ability to motivate others through persuasion and leadership