

SALES EXECUTIVE

We are looking for a **Business-to-Business Sales Executive** to cover Corporate, Healthcare, Education, Financial, and Government markets in the greater Metro DC, Northern Virginia and Maryland suburbs.

THE COMPANY: Security and identification is an issue for every organization and Capital Card Systems is the region's leading provider of custom-tailored and comprehensive solutions to industry, educational markets, transportation companies, corporations, financial institutions, healthcare facilities, and government.

More importantly, we're more than photo identification badges - from hospital laboratory identification systems to credit card instant issuance solutions - to forms management and more....

We are currently seeking a qualified candidate to become an integral part of our sales team. As a Sales Professional, you'll have an opportunity to sell our solutions into multiple markets and enjoy:

- Competitive base salary plus commissions
- On-going sales and product training
- Full service and support team
- Comprehensive benefits program
- Growth opportunities

EDUCATION/QUALIFICATIONS/SKILLS:

Capital Card Systems' ideal candidate is a self-disciplined outside sales professional with the following:

1. A proven track record of success in outside B2B sales, preferably 3-5 years experience selling into one or more of the following: the healthcare industry, financial institutions, government and/or education markets, etc.
2. Capital equipment and/or technical sales background experience preferred
3. Superior organizational, lead development/territory management and closing skills
4. A hunter with excellent relationship building, networking, cold calling, and communication skills focused on high customer satisfaction.
5. A strong work ethic, the ability to work independently and a strong desire to succeed
6. Strong business knowledge, professional presentation skills and exceptional problem solving abilities
7. A Bachelor's degree, preferably in Sales/Marketing, Business Administration, technology, or healthcare
8. Self-motivated, creative, entrepreneurial and consistently meeting or exceeding sales goals

If this sounds like your kind of challenge, please forward your resume, as a Word attachment to: resumes@capitalcardsystems.com or fax 301-545-0730.

No phone calls please!