

DEAL MAKER/SALES EXECUTIVE

Join Mezrah Consulting and take your direct sales career to new heights. We are seeking an exceptional individual who thrives in a fast-paced, high-stakes environment, where every opportunity has a significant impact on a growing list of clients, and your success is key to overall company growth.

At Mezrah Consulting, you will be at the forefront of our sales activities focused on executives of publicly traded and privately held corporations as well as the owners of private corporations, giving them the ability to defer income and accumulate wealth on a tax-favored basis.

Our innovative products and platform include comprehensive deferred compensation plans (DCP), next generation MSO (Majority Shareholder Owned) deferral plans, and Mezrah Consulting's AI-fueled DCP Audit capabilities to quickly assess existing plan performance.

Responsibilities

- Lead and manage the identification, discovery, and qualification of target companies based on a series of nationwide campaigns.
- Prepare and deliver high-quality presentations to prospects, bringing together multiple inputs into a cohesive story.
- Build and develop personal relationships with customers and external partners.
- Work directly with Mezrah Consulting's SMEs to qualify and nurture leads and convert them to valid opportunities.
- Develop and prospect your own database to generate opportunities for your book of business.
- Internalize Mezrah Consulting's proven sales playbook and be accountable to manage your growing opportunity pipeline.
- Manage the entire lead-to-opportunity closed/won lifecycle within Mezrah Consulting's Salesforce.com CRM platform.

Qualifications

Education and Experience

- Proven quota attainment
- 5+ years of successful experience selling individual financial services solutions to majority owned corporations with \$50m to \$500m in annual revenue.
- Relevant rolodex selling into North American private corporations.
- Expertise hunting, developing, shaping, and closing new business.
- Working knowledge and interest in relevant tax accounting standards associated with section 409A and corporate deferred compensation.
- Bachelor's degree in accounting or business finance
- Salesforce CRM Platform
- Marketing Automation via tools like Hubspot and Apollo.io

Mezrah Consulting Culture

- **Fun:** At the core of everything we do
- **Honesty:** Open and honest communication is paramount and valued
- **Integrity:** We stand behind our commitments to our employees and clients alike
- **Innovation:** We embrace change and are always thinking with a vision toward the future, creating new strategies and simplifying complex ideas
- **Focus:** Growing business by growing our people