

CAM International is the leading redistributor of aftermarket auto parts in the automotive industry. Based in Nashville, TN, we have been in business since 1973. The average tenure of our staff is 17+ years and we are looking for serious individuals in search of a long-term career with a 3rd generation company.

Account Executive

We are looking for an Account Executive to join our sales team. This is a business-to-business inside sales position within the Automotive Aftermarket. The Account Executive is responsible for calling prospects and managing existing customers through leads provided by our company. With their extensive product knowledge and understanding of industry trends, Account Executives will communicate directly with clients and prospects, understand their individual needs, and recommend products or services that maximize value.

No prior sales or automotive experience is necessary; we are willing to train the right person.

Responsibilities:

- Develop and cultivate new sales and inactive account opportunities through inbound/outbound prospecting calls and emails.
- Educate customers on our products and understand their needs through effective communication and presentation.
- Manage the full sales cycle with existing customers.
- Record details in the CRM System and keep each contact up to date with correct information.
- Ability to execute sales.

Account Executive Requirements:

- Meeting or exceeding sales goals.
- Excellent verbal and written communication skills.
- Proficient time management and organization skills.
- Ability to call prospective accounts without hesitation.
- High level of initiative to achieve goals.
- Possess the eagerness and skills to build effective relationships.
- High energy and resilient character.
- Bachelor's degree in business, marketing, or related field preferred.
- Computer skills, especially MS Office and CRM software.
- The drive and energy to manage multiple accounts while looking for new opportunities.
- Ability to understand client needs and handle the negotiation process.

Job Benefits:

- Compensation: OTE \$65,000 with a base of \$40,000 – NO CAP
- **No Nights/Weekends** – Working Hours: M-TH 7:30a-4:30p; F 7:00a-4:00p
- Paid Holidays
- Optional Health and Dental Insurance
- Aggressive 401(k) plan – Matching up to 4% of employee contribution
- Opportunity for Remote Work
- Company Paid Life Insurance
- Long-term Disability