ABOUT US
Techworld is the premier language and cultural agency in the Midwest, having been in business for over 35 years. As a growing business, we are investing in sharp new team members to contribute to the success of our company. If you have energy and drive, then our team, training programs, and hands-on experience will enable you to learn valuable technical and business skills. If you have exceptional presentation and communication skills, can adapt to new situations, and are looking for a chance to showcase your abilities, then this is your ideal opportunity.

ABOUT YOU
The Techworld Account Executive is responsible for generating and maintaining an assigned portion of the company’s revenue through sales, service, administration and teamwork activities, focusing primarily on Fortune 1000 businesses, while growing personally and professionally to contribute to the future well-being of the company as well as the individual.

A DAY IN THE LIFE
- **Consultative Sales**: Establish and maintain good customer relations, with both current and potential new clients, in order to connect their business needs with Techworld’s language solution. Continue to reach or exceed assigned sales goals.
- **Administration**: Maintain account records, prospecting lists, customer relationship management and other informational databases and provide detailed handoff information to the project management team.
- **Teamwork**: Provide information and support for fellow employees and contractors in the servicing of account and company requirements.
- **Communication**: Show enthusiasm towards prospecting through cold calls, as well as excellent verbal and written communication with prospects, customers, vendors, and the internal team.
- **Self-Development**: Maintain an active schedule of self-improvement activities for continuous personal and professional development, including self-education and training, involvement in professional associations, and participation in company training.
ACCOUNT EXECUTIVE

WHAT WE NEED FROM YOU
• Near-native or native English proficiency
• Bachelor’s degree or equivalent
• Ability to recognize opportunities, offer creative solutions for mutual gain, and create win-win outcomes
• Proven business communication skills, including listening, questioning, overcoming objections, and advocating solutions based on needs.
• Dedication to providing the highest level of customer service
• Solid computer skills, including full command of MS Office programs
• A darn good sense of humor

WHAT YOU’LL GET FROM US
• Enthusiastic, highly autonomous and collaborative environment
• Competitive compensation package (base + commission)
• Employer matching contribution to IRA
• Employer paid contribution to student loan debt
• Flextime schedule
• Dog-friendly work environment
• Opportunities for personal and professional growth
• One-to-one paid training

To learn more, contact:

Grace O’Toole
grace@techworldinc.com
+01.248.288.5900 x131