



BizXchange

Improving Business with Trade

Account Executive – Bay Area

The innovative nature of our business adds an extra level of challenge and excitement, making this position a perfect fit for an ambitious, entrepreneurial and hardworking individual with more than five years of sales and customer relations management experience.

About BizXchange:

BizXchange is one of the largest commercial and retail barter companies in the world, providing companies with customized financial solutions to help improve and grow businesses.

Currently, barter is a \$16 billion-a-year, worldwide industry. BizXchange has over 1600 actively trading members and conducts transactions in amounts exceeding \$50,000,000 annually in products and services. In addition to our U.S. headquarters in Seattle, we have offices in Oakland, California and Dubai, UAE and have numerous national and international affiliates. Clients are both local and national organizations and include many well known companies.

Our steady growth has earned us a place on the INC. 5000 list of fastest-growing private companies in the United States, as well as awards for being one of the fastest-growing private companies in Washington State and the SF Bay Area. This growth offers tremendous career potential for individuals looking to join a fast-paced, progressive corporate culture.

For more information visit our website: www.bizx.com.

Position Summary:

The Account Executive position involves both outside and inside b2b sales. On the one hand, the Account Executive is the face of BizXchange and of its currency, the BizX dollar, spreading awareness of and confidence in our carefully managed network of participating companies. He or she:

- Researches and assesses prospective businesses that might qualify for membership in the exchange.
- Acquires new BizX memberships from qualifying companies and educates new members how to take advantage of the BizX network to increase their sales and cut cash costs.

The Account Executive also manages and stimulates trading activity between the member companies brought into the network. He or she:

- Puts members who should be doing business together in touch and makes them aware of both sales opportunities and products and services available within BizXchange.
- Learns the rudiments of both the business verticals he or she comes to work with and the specific nature of the individual businesses.
- Acts as a trusted business consultant who provides barter-based financial solutions.

The two facets of the job are quite interrelated. Knowing the benefits and points of excellence of the trade exchange enables one to know how to sell the BizX model to prospective members. As well, to know which prospects are most desirable, and bringing on new members, allows one to see the ever-increasing number of business opportunities and transactions that exist within the exchange.

The Account Executive position gives the right person an opportunity to build his or her own business-within-a-business, with an ever-increasing earning potential.

Compensation:

- Guaranteed commission
- Excellent medical coverage and dental allowance
- 401(k) plan
- Professional development and education assistance opportunities
- Trade benefits and employee BizX dollar purchase plan

Send resume to careers@bizx.com.