Eagles Talent Speakers Bureau

Title: Account Executive

Location: 57 West South Orange Avenue, South Orange, NJ 07079

Job Type: Full-Time

Compensation Type: Salary + Commission

Start Date: ASAP

Job Description: Can you imagine a career that inspires people to excel in their organization, provides knowledge for change, and makes people happy about what they do? In essence, our account executives are focused on securing engagements to bring brilliant minds (keynote speakers) to present to people/organizations.

The candidate we are looking for is, first, one who strives to be the best. This career is part detective (to find companies looking to better themselves), part communicator (loves to connect with other people), part matchmaker (can you listen to needs and make the right recommendations), part negotiator (there wouldn’t be a business if there wasn’t a cost) — but most importantly, you need to care (otherwise, it’s just a job).

Qualifications:

• We REALLY want someone to work in our office, open to remote people (from out of state), but you have to WOW us.
• Sure experience is nice, but drive, attitude, and smarts is better — we’ll totally consider college graduates, too!
• You should be savvy with writing, talking, and technology (sounds generic, but true)

Application Instructions: Here’s how our hiring process works -

• Email your resume/letter to Sheldon@eaglestalent.com (please no calls)
• If we like you, we’ll call or email to schedule a phone interview
• If that goes well, we’ll then schedule an in-person interview … as a matter of fact, we may even schedule a few of those. We REALLY would like to know you a little bit before proposing.
• Finally, we put you on the team!

About the Organization: In business for over 30 years, Eagles Talent continues to be a leading industry keynote speakers and entertainment booking service. Our turnover is extremely low, because people here are passionate about helping others. We work with corporate groups, associations, colleges, and non-profits who want to elevate their meetings/conventions/conferences with a keynote speaker who inspires, educates, or entertains. Some of the speakers we work with are Phil Hansen, Amelia Rose Earhart, Gabe Zichermann, Stephanie Decker, and Mallory Brown (look them up and be inspired).

Why Us?

• We are a family oriented company, caring and a fun work environment
• Your potential is limitless.
• We pay a salary (that’s right!), AND, we also provide a commission when a match is made.
• Guess, what, we offer health insurance, paid vacation, sick days (for getting healthy)
• We’ll even pay for a parking permit!