



First Corporate
solutions

Job Title: Business Development Executive

Location: Los Angeles, San Francisco, other California location

First Corporate Solutions (FCS) is a global risk management and due diligence firm providing UCC and corporate solutions that help legal and financial professionals mitigate risk and perfect secured and corporate transactions. As a longtime leader in web-based due diligence solutions and registered agent solutions, FCS offers a comprehensive online lien searching, UCC filing, tracking, monitoring, and portfolio management system that provides users with centralized management of all their due diligence related activities.

Job Summary:

The Business Development Executive is responsible for business development in the Los Angeles & San Francisco markets for all legal and financial sales. The Business Development Executive is responsible for creating and executing sales strategies that achieve target revenue through implementation of sales plans, marketing plans and call activity to ensure we exceed the target revenues for both the legal and financial verticals. This sales professional must have experience consistently meeting or exceeding sales target revenues selling transactional services into financial institutions or law firms. The candidate should have 3 or more years of selling experience in the Los Angeles market selling into banks or law firms.

Essential Duties and Responsibilities:

- Creates sales and marketing plans, implements strategies and tactics which will increase our financial and legal client base and drive transactional revenues of \$350,000 or more in a 12-month period.
- Conducts 6-8 sales meetings a week with clients and prospects and another 6-8 drops to open and close new business opportunities.
- Builds a sales pipeline of national and regional financial institutions and NLJ 250 and regional law firms to ensure a continuous achievement of monthly revenue targets for both corporate transactional revenues and financial revenues.
- Documents all activities in salesforce.com to manage sales activities, follow-ups with clients and prospects and generate reports to reflect quantity and quality of sales activities.
- Has deep knowledge of how to position and sell the technology and transactional services into the legal and financial markets and develops strategies to target law firms and financial institutions that we can service based on our existing capabilities.
- Works collaboratively with marketing to develop detailed sales campaigns which will drive leads and thought leadership in the market.
- Continuously updates the VP of Sales on interactions with prospects and clients about the clients evolving needs.

- Does proper handoff of new order placers and clients to the Operations Team to ensure a smooth and productive onboarding experience for the new order placer and FCS.
- Attends and promotes events and tradeshows by reaching out to attendees before the event to drive booth activity.
- Takes the lead on building relationships with paralegal associations, other legal associations and financial institution associations to promote the FCS brand and gain new order placers.
- Effectively positions FCS to prospects and customers in a compelling manner which drives new order placers and new logo acquisitions.
- Develops and maintains a professional and positive relationship with customers and FCS staff members.
- Develops and maintains a professional and positive relationship with the FCS Management Team.

PREFERRED QUALIFICATIONS:

Education

- Bachelor's Degree

Experience

- Minimum 3-5 years of sales experience in the Los Angeles or San Francisco markets selling to financial institutions or law firms, with a track record of consistently exceeding revenue targets. Must be a true hunter, who is adept and disciplined at prospecting since Los Angeles is a new market for FCS. Should have experience selling into large law firms or Los Angeles banks at the C level.

Knowledge/Skills/Abilities

- Well-organized, with high attention to detail.
- A Sales Hunter who enjoys the pursuit of new logo acquisition through prospecting, demos, meetings, closing and on-boarding new clients.
- Must have experience selling transactional services into large law firms or regional and local banks in Los Angeles.
- A Sales Professional who holds themselves accountable for exceeding their revenue goals and takes ownership of their actions.
- Consistent 3+ year track record of exceeding revenue goals.
- Documented success selling complex SaaS professional products and services.
- Understands sales processes and pipelines and is familiar with salesforce.com.
- Uses the consultative sales process to identify needs and offer the proper FCS solutions to our clients and prospects.
- Superior communication skills both verbal and written.
- Team player who works collaboratively with peers and management.
- Proficiency with all Microsoft Office Solutions and salesforce.com.
- Strong Microsoft Excel, Word, and PowerPoint skills.

First Corporate Solutions is an EOE and offers a competitive benefits package. Salary is DOE. To be considered for this position please submit your resume and cover letter summarizing your experience to careers@ficoso.com
Thank you for your interest!