

At **Laxamentum** we believe that people are most successful when they are well matched to their jobs. A good fit between the person and the job ensures that our people will enjoy and be successful at what they do – a benefit both to the company and the individual. The selection process for an Account Manager represents a partnership between you and us to make the best decision for all concerned. This document is designed to provide a realistic preview of our company and the Account Manager opportunity. The information presented and the questions at the end of this document will help you decide if this job is a good match for you.

Our Business

Laxamentum provides sales and marketing outsourcing services for Fortune 500 companies nationwide. Our clients contract with us to increase their market share using our proven direct sales approach. We effectively reach and influence our clients' target market through focused, in-person sales campaigns. Our sales presentation is face-to-face, allowing us to personally demonstrate the benefits of our clients' products and services. This in turn, has a domino effect: Sparking new sales. Generating reorders. Leading to long-term customer retention. Providing measurable results for our clients.

Our Culture

We create a culture of opportunity within a team-oriented, positive, nurturing environment -- making **Laxamentum** a win-win situation for clients and employees alike. Our Account Managers are high energy, team-oriented competitors who enjoy the satisfaction of learning and overcoming challenges every day. Individual achievement is valued and rewarded, but we compete as a team – supporting and applauding the success of our team mates. Mentoring and coaching is a big part of our culture too. Every day, through formal training and informal coaching, we help one another learn and succeed. We work hard, but we always have fun too.

Our Opportunity

Our business is growing rapidly with increasing demand for our services from our clients. We are looking to expand into 4 additional U.S. markets in the next year. To meet this demand, we are hiring entry-level account managers for the Chattanooga area with the opportunity to quickly advance into management. Along the way, you will benefit from an intensive training program in all aspects of business management, sales and marketing, and team leadership. The goal is to prepare successful candidates in just 12 to 18 months to manage the operations of an independent business office, overseeing a team of 10+ employees and a marketing campaign for a Fortune 500 client.

Learn about...

- Marketing strategies
- Sales techniques
- Leading, coaching, & motivating people
- Business administration
- Human resource management
- Running your own business
- Personal Finances

Benefit from...

- Competitive pay structure
- Sales & management training
- Advancement based on performance, not seniority
- Internal promotions ONLY
- Travel opportunities
- Health benefits available

We appreciate your interest in LAXAMENTUM BUSINESS CONCEPTS,INC. To apply, please send your resume to laxamentuminc@gmail.com, our HR person will get back to you ASAP.

Entry level Management Trainee - Job Description***Full Time Position*****Summary:**

This position is designed to develop entry level professionals into leaders to manage one of our new locations. We train through one on one coaching, teamwork, peer advising, and hands on business experience.

All team members in this position begin as an entry level account representative. In the entry level we teach the trainee all of our company marketing techniques, product knowledge and sale pitches for the various products and service we market for our client, They are expected to take this training and provide excellent customer service. This business experience is irreplaceable in the development of the manager in training.

Key Responsibilities:

- Be the face of our client and ensure quality, standards and an exceptional level of customer service.
- Aware and in pursuit of opportunities for account growth and new business. Understanding of company capabilities and service along with understanding of customer needs then effective communication all offerings to the customers.
- Perform duties associated with marketing and sales while learning to become a manager. Duties will include making sales presentations, training and developing, and management development.
- Attend and participate in sales meetings, conference calls, training programs, and conventions.
- Assist in the coaching and development of fellow coworkers as they advance through the management training program.
- Eternal student; always learning and developing to better serve the client, customer and themselves.

This is an Entry Level Position; it is a Management Training Program so everyone is cross-trained in every aspect of business and only promoted based on their merits.

Requirements:

- Motivated, goal oriented, and ambitious
- High level of initiative
- Work well in a team environment
- Must want advancement opportunities
- Enjoyment of an autonomous environment
- Positive attitude
- Fast learner with a great student mentality
- Ready to have fun and enjoy work