



*"Where quality homecare is care."*

HOMESIT LLC

## Account Executive – Home Care

### **Requirements and Responsibilities**

**Title:** Account Executive

**Reporting to:** Administration Department

**Position:** Independent Contractor

**Tax Filing Form:** 1099-MISC

### **Description:**

At Homesit LLC, our Administration Department researches and develops a specific territory to market and sell home care services to individuals and families. Our goal is to saturate the targeted area in any local community to create a safe status for our clients and caregivers. Caregivers can feel safe knowing their team members are local. For the agency, this provides better feedback for coverage, reliability and dependability. Caregivers will know exactly where they need to be, and clients can feel assured knowing their friends, family and local neighbors are receiving quality care.

Our Account Executive will aid in creating marketing strategies and programs to attract and keep target customers. For example, an Account Manager will follow up on a lead from the internet by calling the lead, confirming the lead's appointment on our company calendar, contacting the lead prior to arrival, professionally explains our company contract and completing the sign-up process on the lead's laptop or computer.

Being an Account Executive usually requires a bachelor's degree. However, we will train the right candidate. We believe in transparency. Creating skills is not as important as a goal oriented, cheerful outlook and personality.

Typically, the Account Executive reports to a supervisor or manager. The Account Executive gains exposure to complex tasks within the job function like home care terminology, systems processes, conversions, lead generation, employee management and the end user. Sometimes, there may be direction in other aspects of work like door to door selling, B2B sales and meeting monthly sales projections and company goals.



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To be an Account Executive, we usually need two to four years of related experience and extensive training experience.

**Generated Commission/Sales Expectations:** \$76,109 annually

Payouts are per contract signature, plus monthly payouts for the duration of each contract

**Stipulations:** This notice can change at any time with the economic change in business.

Payouts are produced from lead deposits. There will be repayments and reimbursement on all contract cancellations within the first three days. Any reimbursement will be deducted from the next lead generation. If quitting the company, repayments or reimbursements will be due prior to termination. This is mandatory. Otherwise, fees will be reported on employee's credit. Changes may occur in 1099- MISC filing form.

**Bonus:** Subject to company performance

**Benefits:** Require base salary production of \$76,109 annually to \$106,106 annually

Benefits will include healthcare and 401K. Benefits will only be offered if hired directly into the company.