

eTop Technology, Inc.

Account Executive

We're Hiring: Account Executive | eTop Technology, Inc. | Redlands, CA

Are you the kind of salesperson who doesn't just fill a pipeline — you close it?

eTop Technology is looking for a driven, personable **Account Executive** to join our growing team. This isn't a lead-gen role. You'll own the full sales cycle — from the first cold call to the signed contract and a smooth handoff to our Projects and Support teams.

What You'll Be Doing

-  Cold calling, emailing, LinkedIn and social media outreach, and door-knocking in the Inland Empire
-  Attending local networking events and building real relationships in the community
-  Running discovery calls, delivering sales presentations, and closing deals
-  Handing off new clients and staying involved through onboarding

What Success Looks Like

10 qualified meetings per month, new MRR in the pipeline, and clients who are genuinely glad they said yes.

The Details

-  **Base / OTE:** \$60,000 base | \$100K–\$115K OTE (uncapped above target)
-  **Location:** Hybrid — minimum 1 day/week in our Redlands office + significant local field time
-  **Travel:** Must be local and comfortable being out in the market

You're a Great Fit If You...

- ✓ Have 3+ years of B2B sales experience and a track record of hitting quota
- ✓ Know how to run a full sales cycle, not just book meetings
- ✓ Are organized, self-motivated, and don't need someone to manage your follow-ups
- ✓ Love technology (or are genuinely curious about it)
- ✓ Have an active LinkedIn presence and know how to use social media to sell

Bonus points if you've sold MSP or IT services before — but great salespeople learn fast, and we'll teach you the rest.

About eTop Technology

We're a Redlands-based Managed Service Provider helping local businesses run their technology smoothly and securely. We're a tight-knit team that takes our work seriously and has fun doing it.

 **Ready to talk?** Apply now by sending your resume to jobs@etoptechnology.com. We'd love to hear from you!