

Account Executive I Capital Guru – Summerlin, NV (On-site)

At Capital Gurus, we're not just a top capital solutions provider; we're a team of driven, passionate professionals helping businesses succeed. Since launching in 2023, we've earned the trust of businesses across various industries by delivering fast funding with a focus on service, transparency, and results.

### **About the Role**

As an Account Executive, you'll be on the front lines of business growth. You'll learn the full sales process from prospecting and qualifying clients to closing deals and nurturing long-term relationships. You'll dive deep into understanding small business needs and provide personalized lending solutions that empower them to grow.

### **What You'll Do**

- Connect with potential clients via phone and introduce our lending solutions and make a strong impression
- Identify and qualify business owners based on their financial goals and funding needs
- Educate clients on funding options, rates, and repayment terms
- Manage all client interactions in our CRM system (Salesforce) and track performance
- Collaborate with internal team members to ensure smooth, client-focused execution
- Maintain consistent activity of 60–80+ calls daily, while staying organized and motivated

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### **What We Offer**

- Competitive pay: base salary with performance-based incentives (average earnings \$80K–\$250K+)
- Modern, tech-driven office in Downtown Summerlin — vibrant, collaborative, and full of energy
- Relocation assistance available with industry experience
- Opportunities to advance your career within a high-growth, results-driven company

- In-person role: Monday–Friday, 6:30 AM–3:45 PM — punctuality and consistency matter here
  - Comprehensive benefits package— Benefits start day 1 + PTO
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### **What You Bring**

- Driven to learn, grow, and succeed in sales (Account Management a plus)
  - Hustle mentality with goal-crushing motivation
  - Customer-focused with a passion for helping business owners thrive
  - Positive, can-do attitude with strong communication and problem-solving skills
  - CRM savvy (Salesforce preferred) and proficient with computers
  - Experience in MCA, business lines of credit, or term loans a plus
  - Team player who collaborates and contributes to shared success
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### **Ready to Apply?**

If you're ready to help shape and grow the future of small business lending at Capital Gurus, please send your resume to [TMararski@capitalgurus.com](mailto:TMararski@capitalgurus.com)