



## A little bit about who we are and where we're going...

- The So Cal Group is an outsourced sales and business acquisition firm that gets contracted by Fortune 100 and 500 clients to handle all of their direct sales and marketing campaigns. We act as the liaison between our clients and their small to medium-sized business accounts and our face-to-face, relationship-based approach has proven to be imperative to our clients' bottom line, and their ability to build market-share.
- Due to the volume of our large clients' small business accounts, they have found that outsourcing all of their direct face-to-face sales and marketing strategies to a specialized company such as The So Cal Group has led to dramatically more effective results.
- As a result of our success over the past 9 years, our current clients have asked us to expand into dozens of new markets where they are still lacking face-to-face representation. Because of this, we are faced with the welcome challenge of needing to grow significantly in order to meet our clients' demands.
- Our current issue is that we do not have enough trained and experienced leaders and managers to meet such demands. Thus, we are now in a major growth phase of our business, and looking to strengthen our leadership team throughout the organization.
- Our future growth is entirely dependent on our ability to train, develop, and equip future leaders and managers within our organization. We promote entirely from within, and all of our managers are trained from the ground up. Because of this we are currently interviewing for the Account Executive/Management Trainee position within our **Leadership Development Program**.



### Current clients:



- For more information on our program, visit [www.socalgroupeducation.com](http://www.socalgroupeducation.com).

### Initial responsibilities of an Account Executive:

- Field sales consultations with small business customers
- Presentations
- Training and development of others
- Campaign management
- New account management and acquisition

## What is the culture like at The So Cal Group?

- Fast-paced environment due to ambitious expansion plans and aggressive client demands.
- Supportive, but competitive environment. Most of our team members come from highly competitive backgrounds.
- Growth obsessed. The personal and professional growth of our individual team members is paramount to us.
- Travel is not required, but is certainly encouraged. The So Cal Group attends events throughout the year nationwide such as leadership and management retreats around the country, as well as many leadership development courses and seminars locally and nationally.
- Extremely team-oriented. The So Cal Group participates in many events outside of the office together, whether it be spending time together socially, playing in sports leagues, or getting involved with philanthropic organizations.
- We are a growing organization that was built on entrepreneurial principles. Our culture thus supports and encourages a very entrepreneurial mindset. We are looking for candidates who possess the following attributes: **self-motivated, great communication skills (written/verbal), management ability, natural influence, highly ambitious and goal-oriented.**



## Does The So Cal Group partner with/support any other organizations?

The So Cal Group has partnered with:

- Operation Smile (Learn more) 
- Children's Hospital of Orange County (CHOC) (Read more online) 
- Komen for the Cure (Read more online) 
- The Boys and Girls Club (Watch the latest video) 

## What does The So Cal Group offer?

- Paid training
- Base pay or commissions, and bonuses. Account Executives earn between \$30,000-\$50,000+ during the Leadership Development Program (6-18 months). Managers can expect \$80,000- \$150,000+.
- Intensive training and developmental courses in sales, marketing, management, human resources, entrepreneurship
- National and international travel opportunities
- A work week of Monday - Friday 8:00 a.m.-6:00 p.m.

For more information, please visit our website: [www.socalgroupinc.com](http://www.socalgroupinc.com)