

Sales Executive, UK

Reference Number

UKSE-12

Description

As a highly-driven individual with a proven track record of eLearning sales in the UK Care, Hospitality, Retail, Financial and or Defense sectors. You will build key client relationships and exceed aggressive sales targets to deliver high-value contracts and exceptional learning solutions. This role will report to the CEO and be based in the UK as a remote, work-from-home position.

Specific Responsibilities

- Drive and close sector sales to meet aggressive sales targets
- Develop a full understanding of the PulseLearning client base, market focus, partners and product offering
- Establish an ongoing pipeline of new sales opportunities
- Leverage business acumen, sector knowledge and experience to establish and enhance relationships with key contacts and decision makers at prospective customer accounts
- Lead the sales process from initial client contact through transition contract signing, project execution and contract renewal

Required Experience and Skills

- Personal learning and development sales track record of more than half a million pounds per annum, for a minimum of three years
- Demonstrated experience selling learning solutions within our market sectors
- Excellent knowledge of sales management principles, styles and techniques
- Outstanding presentation skills, communication and analytical skills
- Demonstrated history of consistently delivering on expectations for growth and profitability
- Strong financial acumen, including RFI, RFP and price quote experience
- Ability to establish and maintain strong client and team relationships working in a virtual environment

To Apply: E-mail your resume and cover letter to hr@pulselearning.com. Please include the Job Title and Reference Number in the subject line of your e-mail.