



## Sales Executive

Know Your Talents is a premier management consulting partner. We work with business leaders across all industries to enhance culture and optimize performance at every level in an organization. We've been driving success for 20 years and are the Corporate Division of LearnKey, where our mission is to improve employability every day!

Through our Enterprise Development Solution, we provide a unique solution to the consulting and learning industry with our behavioral management platform as the cornerstone of all we do!

We're looking for a passionate sales professional who can uncover client insights, influence and collaborate with Executives and Human Resources. If you are a forward thinker who acts with purpose and speed and is committed to championing new solutions for prospects and clients, then KYT will be an extraordinary journey for you.

### **Responsibilities:**

- Be responsible for direct sales, you are a “hunter”
- Generate new business through identifying, prospecting, managing and closing new opportunities
- Act as a ‘business consultant’ and demonstrate extensive knowledge and insight into prospective clients’ leadership development, hiring and coaching practices while aligning offerings to strategic initiatives of executives
- Deliver persuasive presentations incorporating value-based strategies and anticipated ROI
- Negotiate pricing and contracts. Meet and exceed quota standards
- Develop a sales pipeline, manage and maintain accounts working closely with the Client Success team
- Ability to work in a collaborative team environment

## **Qualifications**

- BS/BA in Business and 2+ years of solution sales experience preferred
- Previous sales experience utilizing Consultative and Value based selling with successful C-Suite and HR penetration capabilities
- Proven success with prospecting and selling skills to close new accounts
- Highly self-motivated with competitive drive
- Ability to work independently with a strong work ethic
- Excellent negotiation skills and strong business acumen
- Ability to work within a team environment, utilizing personal influence
- Excellent phone communication and presentation skills
- Ability to work in a home-based environment (during COVID) with in person office meetings weekly
- Solid skills in Microsoft Word, PowerPoint, Excel, and Outlook
- Demonstrates 2+ years over quota performance
- Experience using Salesforce.com or like CRM

Qualified candidates, please send resumes to Kristy Bach at [kristyb@knowyourtalents.com](mailto:kristyb@knowyourtalents.com)