

Sales Executive

Reference Number

IRE-SE-16

Description

We are seeking a highly driven, Client-focused, experienced sales professional with a proven track record in complex solution selling. A background in selling custom learning to Fortune 500 Clients would be an advantage.

You will be responsible for building key Client relationships and meeting monthly sales targets.

You will be joining an internationally recognised brand that provides award-winning, world-class products and services to global Clients. The team at **PulseLearning** understand the 'business of learning' and we each know our role in growing the business. You will be joining a truly dynamic and driven group of professionals. **PulseLearning** is embarking on a new growth phase. Our international product offerings and Client lists are second to none within our chosen niches.

This role will report to the Senior VP of Sales and will be based in Tralee, Ireland or as a remote, work-from-home position elsewhere in Ireland. An initial three-month onboarding programme will take place in our headquarters in Tralee, Co. Kerry.

Specific Responsibilities

- Drive leads and opportunities and close deals to meet monthly sales targets.
 - For the UK and European market, the role is leading sales from lead generation through to close and ongoing account management.
 - For the North American market, the role is leading sales from lead generation through to close.
 - For the UK, European, North American and Australian markets, the role is to share best practices and lessons learned with the team.
- Develop an in-depth understanding of the **PulseLearning** Client base, market focus, partners and product offerings.
- Leverage business acumen, sector knowledge and experience to establish and enhance relationships with key contacts and decision makers at prospective Client accounts.
- Provide clear, concise and accurate daily input to the company CRM system.

Required Experience and Skills

- Demonstrated sales record of in excess of a €1 million a year in complex solution selling
- 5+ years' experience selling and managing international Clients
- Demonstrated experience in selling learning solutions is an advantage
- Excellent application of sales principles, styles and techniques
- Persistent, resilient and absolutely sales focussed – you do not get distracted
- Outstanding presentation, communication and listening skills
- Track record of consistently delivering on expectations for growth and profitability
- Ability to quickly generate a high-quality pipeline
- Ability to establish and maintain strong Client and team relationships working in a virtual environment

To apply: Email your CV and cover letter to hr@pulselearning.com. Please include the job title and reference number in the subject line of your email.