

Position Description

Account Executive – Territory Manager

Bersin & Associates, the leading provider of research and researched based advisory consulting services in enterprise learning, is seeking a highly motivated candidate for the position of *Account Executive – Territory Manager*

Position Description:

Bersin & Associates is a research organization focused on enterprise learning and talent management. We are seeking a talented individual to sell our core research and service offerings. The right individual will sell to mid-market companies to increase our client base along with 5-10 national accounts.

We are looking for people who can learn our business, help us grow, and take advantage of opportunities to grow with the company. Bersin & Associates is by more than 50% per year and all employees have the opportunity for further development and advancement.

Key activities include:

- Working with prospects and clients to learn about the types of projects, initiatives and business challenges they face; converting same into business opportunities and new business
- The timely, thorough and persistent follow up on sales leads that come in via marketing programs and events
- Following sales methodology and process for qualifying and closing accounts
- Providing weekly reports on key sales metrics and actions
- Strategically managing and building client base
- Working to ensure 100% client satisfaction
- Selling core research and service products for maximum profitability

Specific Skills and Competencies required:

- Excellent communication skills both verbal and written
- Great relationship building skills
- Negotiation and objection handling skills
- Good analysis and planning skills
- Ability to understand client's needs, goals, and objectives
- Cross-Selling of company's products and services
- Ability to work in a team environment
- Consistently meet or exceed established quotas
- Managing a sales pipeline and accurately forecasting future business
- Persistence and determination
- Ability to interact with senior level executives and decision makers

Company Values and Culture:

Bersin & Associates is a premium provider of research and advisory consulting to corporations and government organizations. We are a fast-growing company with a performance and teamwork-oriented culture, seeking people who can grow and develop with the organization. We hire high quality individuals who want to contribute, learn, and grow in their careers.

The ideal candidate has experience in the corporate market and wants to be part of a high quality, successful sales organization. The individual should be able to align with and work to our five company principles:

1. Unparalleled client service
2. Error-free quality
3. Research integrity and depth
4. Very high customer value
5. Teamwork.

Qualifications:

- Minimum two years of sales experience, five years total business experience
- Be able to demonstrate a proven sales track record and a desire or experience to sell in the competitive Training & Development / HR industry
- Team player
- Proficiency with Microsoft Office, including Microsoft Outlook
- Learning industry experience a plus
- Familiarity with the process of selling in a business environment
- A business-driven focus and mentality
- Candidates must possess a team spirit, approach relationships with a win-win perspective, be trustworthy and accountable. The successful candidate will be held to the highest standards of objectivity, fairness and integrity when dealing with both clients and associates.

This is a full-time position based in Delray Beach, Florida. We will consider other locations based on background and qualifications.

Compensation and Benefits:

Compensation will consist of a base salary, commissions and an incentive bonus based on annual objective achievement. First year target earnings including commissions, bonuses and benefits is \$75,000 to \$120,000. Bersin & Associates provides a 401k program, partial medical program, and 15 days of annual vacation. There is no cap on upside earnings potential.

Application Process:

Candidate should send an email to salesjobs@bersin.com with your resume and a letter or email of introduction.