

Title: Sales Account Representative

Description:

Vaya Group's continued double-digit growth means that we're always looking for talented individuals to join our amazing team! ...*show us you're the right person for the job!*

This role is a hybrid inside and outside sales position where you'll be responsible for leading the sales process for a new innovative virtual development platform and collaborate with team members to grow existing accounts.

Vaya Group's clients are some of the best-known brands in the world – and Vaya partners with them to create tailored talent management and leadership development initiatives.

Vaya's casual, informal office environment and innovative spirit blend with the security and stability of a proven and established consulting firm. You'll work within a diverse team of highly talented individuals in a fast-paced and flexible environment where culture, ethics, and people truly matter.

If you are a collaborative, persistent, goal focus individual who possess strong communication skills and a passion for business development then we want to talk to you.

Duties Include:

- Prospect, generate leads and lead the sales process regarding our technology driven, virtual development product offering
- Partner with consulting team to identify new opportunities within house accounts
- Attend networking events to represent the Vaya value proposition and generate leads
- Execute sales campaigns developed by Vaya marketing

Required Skills:

- Exceptional written and verbal communication skills, with the ability to present to senior executives
- Strong knowledge of solution sales process
- Knowledge of talent solutions
- Proficient in Microsoft Office Products for proposal generation and editing
- Relationship building and networking skills

Education / Experience:

- A minimum of 5 years of experience in a sales role
- Strong track record of managing and penetrating accounts
- Experience selling technology solution within HR/Talent management space
- Proven success selling a solution or intangible offering
- College degree in Sales/Marketing, Business or related field
- Experience using salesforce.com to manage accounts