

## **Title: Strategic Account Manager**

### **Description:**

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

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.

This role is a hybrid inside and outside business development position where you'll be responsible for managing and penetrating existing customer accounts as well as contacting inbound and marketing-qualified leads.

The ideal candidate will possess a “start-up” or “entrepreneurial” mindset to help guide strategy and processes for Vaya's continued success with the potential to lead the sales team.

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-focused individual who possesses strong communication skills and a passion for business development then we want to talk to you.

### **Duties Include:**

- Communicate Vaya Group's consulting services to marketing qualified leads, existing clients, or prospects
- Partner with consulting team to identify new opportunities within existing accounts
- Attend networking events to represent the Vaya value proposition and generate leads
- Partner with marketing team to develop and execute campaigns and initiatives
- Manage and penetrate existing accounts to sell additional value-add solutions
- Building consultative relationships with prospects to eventually convert them to client partners

### **Required Skills:**

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

### **Education / Experience:**

- A minimum of 5-7 years of experience in a sales role with a strong track record of managing and penetrating accounts
- 5+ years of selling services in a B2B environment
- 3+ years of demonstrated experience managing people
- Experience with benefits-based selling of a technology or consultative solution.
- College degree in Sales/Marketing, Business or related field
- Experience using Salesforce to manage accounts