

Sales Executive

GetFive

[GetFive](#) is a leading provider of scalable solutions in Modern Outplacement (Moving On) and Career Management (Moving Up). We help employer brands reach their full potential through Active Engagement™.

We are looking to add a seasoned and professional sales executive to our team to help execute the company's growth plan. This role reports to the CEO. The sales executive's primary responsibility is to create relationships through a combination of company and HR industry event attendance, follow up with warm leads and the pursuit of targeted leads.

This opportunity offers salary plus uncapped commission, a flexible work schedule and remote technology access.

The ideal candidate will possess innate and energetic selling skills, an internal discipline with regard to follow up and process, and has interest/experience in the HR sector. We are looking for someone who connects easily with people, is technologically intuitive, and will make positive impressions on prospects and clients every day.

Key Opportunities

- The company has been growing its national footprint and needs key sales partners to support its growth.
- Flexible full-time role. Great return to work opportunity
- Flat organization with a strong culture of excellence
- Professional growth and development benefits
- Ability to have a significant impact on the growth of the company

Responsibilities

- Generate new business by initiating and nurturing relationships with HR decision makers
- Leverage our marketing events and sponsored events to pursue warm leads
- Field inbound inquiries
- Manage accounts to optimize future revenue through customer retention and cross selling
- Have a major voice in the ongoing development of our sales team, strategy and process

Desired Skills & Experience

- Innate selling skills. Demonstrated results
- Demonstrated success building relationships in the HR sector (ideally)
- Strategic thinking and strong organizational skills
- Superb (written and verbal) communication and follow-up skills
- Technological savvy – expert user of CRM software, MS Office, and other relevant applications
- Minimum 3-5 years in a quota-driven sales position – hunting, prospecting, developing and closing opportunities

If you serious interest in this position, please send a note and resume to gethired@getfive.com