

## NEW BUSINESS SALES ACCOUNT EXECUTIVE

### POSITION OVERVIEW

Global Learning Systems (GLS) provides security awareness and compliance training programs for employees that effectively promote behavior change, protect your organization, and Strengthen Your Human Firewall®. In addition to carefully tailoring program materials to client needs, we offer an adaptive online learning platform, assessment and phishing simulation tools, courseware customization, and high-touch customer service.

To support the increasing demand for our products and services, fuel our continued growth and expand our client base in the US and abroad, GLS is looking for experienced candidates with a passion for all aspects of sales.

As a New Business Sales Account Executive, you will benefit from inbound leads and identify your own new business opportunities using ZoomInfo. You will run online demos of GLS' Security Awareness Training products and services and successfully sell our value proposition. Prospective clients will consist of small and mid-sized businesses (under 1,000 employees) initially. After demonstrating success in this market, promotion to Enterprise sales could be available.

### PERFORMANCE OBJECTIVES

- Become an expert in identifying the challenges our prospective clients face, which can be addressed with our security awareness training
- Close new business consistently at or above quota
- Systematically follow-up on all qualified opportunities and maintain up to date documentation in GLS's CRM platform
- Serve as an enthusiast for GLS products and services
- Build relationships with prospects and internal stakeholders to grow new business
- Bring your thinking, strategies, and ideas to advance our company's values, culture, and vision for the future

### REQUIRED QUALIFICATIONS

- 3+ years experience selling within the Online IT security training field or innovative online product environment a must
- Evidence that you are a Top Producer (Over Quota, President's Club and/or results that would put you in the top 10% of your peers)
- Self-starter; motivated; energetic; you can roll up your sleeves to deliver on objectives
- Ability to work independently and as part of a distributed team
- A strong work ethic
- Experience managing your sales quotas and your pipeline

- Strong communication, collaborative, and team working skills are critical
- Excellent writing skills required including proper use of grammar and spelling
- Experience with SugarCRM is a plus
- Familiarity with Google Apps and Gmail
- Energy, passion, humor, compassion, and enthusiasm

*Note: An applicant assessment, background check, and drug test may be part of your hiring procedure.*

### **ADDITIONAL INFORMATION**

Location: Remote from your home office (mid-Atlantic region preferred)

Position Type: Full time

Starting Date: As soon as possible

Onsite/Travel Required: Occasional, or as required

Salary: Based on experience, includes commission/bonus structure

Excellent Company Benefits Package 401k with 3% annual contribution Vacation/Holidays, Medical, Dental and Vision Insurance, Life Insurance, Employee Assistance Program, and more.

***We welcome and encourage you to visit [globallearningsystems.com](http://globallearningsystems.com)***