



Join **Hobsons**, the leader in the business of delivering solutions that support education professionals in the preparation, recruitment, management, and advancement of students! Hobsons provides Web sites for students, as well as marketing solutions, enrollment technology, and student retention solutions for schools. Hobsons empowers education professionals with the tools they need to help students make the best decisions throughout the educational process.

Solutions Sales Account Executive

Job Summary

The Solutions Sales Account Executive is tasked with selling technology solutions within a designated territory. Responsibilities will primarily include lead sourcing, pitching, demonstrating, negotiating, and closing new business opportunities. Call on and sell our solutions directly to Deans, Vice Presidents and other administrators in one of the following territories:

- CT, NJ, MA

Essential Functions/Responsibilities:

- Conducts lead sourcing and generates sales leads.
- Conducts sales calls and explains benefits and features of Enrollment Management Technology (EMT) products to prospective clients.
- Presents sales demonstrations to prospective clients; negotiates and closes contracts.
- Maintains thorough documentation of sales activity and documents information obtained during sales calls and presentations into Salesforce.
- Provides weekly forecasting to Solutions Sales Manager, with focus on monthly and quarterly goal attainment.
- Conveys information regarding prospective clients' needs that are not met by current products to appropriate staff.

Other Duties and Responsibilities:

- May travel up to 60 percent of the time depending on location and territory.

Minimum Qualifications:

An appropriate combination of education, training, course work and experience may qualify an applicant to demonstrate the required knowledge, skills, and abilities. An example of an acceptable qualification for this position is:

- Bachelor's degree or equivalent experience
- 5+ years new business or solution-selling in a competitive market with a 6-12 month sales cycle (though can be longer!)
- Enterprise software sales experience, with SaaS or CRM experience preferred
- Higher Education industry experience preferred.
- Good tenure (3+ years in each job)
- Superior sales performance (3+ years at or above quota)
- Experience with complex sales process
- Candidates who have demonstrated earnings of at least \$120,000 in previous positions
- Must live near a major airport hub in-territory
- If remote, must have experience working in a dedicated home office or equivalent
- Excellent phone selling and in-person presentation skills
- Excellent written and verbal communication skills an absolute must
- Ability to thrive in an independent setting, and as a member of a team, as needed

Ability to document identity and employment eligibility within three (3) days of original appointment as a condition of employment in compliance with Immigration Reform and Control Act requirements.

Required Knowledge, Skills and Abilities:

Knowledge of: operational policies and procedures; sales strategies and techniques.

Ability to: give compelling presentations; exhibit the tenacity to reach decision makers; exhibit excellent phone and presentation skills; work independently demonstrating initiative; exercise good judgment in administration of responsibilities; adapt to and embrace change in a rapidly changing environment; establish work priorities and manage multiple projects; exhibit flexibility in work schedule and job tasks; establish and maintain effective working relationships with co-workers, vendors, clients, and other job contacts; maintain confidentiality of confidential and sensitive information.

Skill in: working in a team environment; discipline to achieve sales targets; verbal and written communications; operation of standard office equipment; operation of personal computer; planning, scheduling and organizing work; application of job software including Microsoft Office Suite; conducting sales calls and presentations.

We are a hard-working, fun-loving office, and we're looking for the right fit—someone with great communication skills and a solid work ethic who picks up skills quickly.

Hobsons offers a competitive salary along with an excellent benefits package including:

- Health Insurance
- Life and Disability Insurance
- Dental Plan
- 401K Plan
- Section 125/Flexible Spending Accounts
- Generous Holiday and Vacation Schedule

Please submit résumé to:

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To learn more about Hobsons, please visit our corporate Web site at

www.hobsons.com.

Product-related sites:

www.CollegeView.com

www.USAeducationguides.com

www.GradView.com

www.collegeconfidential.com

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