

TITLE: *Sales Executive*

Perspectives is a leader in workplace health and productivity. We provide a full spectrum of EAP, health, wellness, leadership development and organizational consulting services to meet the needs of our customers and their employees.

Position Characteristics

- As a member of the marketing and sales team, the incumbent will be responsible for promoting and selling Employee Assistance Program (EAP), workforce and organizational solutions.
- The Sales Executive will uncover new opportunities and identify new sales channels.
- The Sales Executive will report to the Managing Director of Business Development.

Position Responsibilities

By effectively promoting and selling Employee Assistance Program (EAP), workforce and organizational solutions to HR professionals, benefits brokers, consultants and other appropriate channels, the Sales Executive will lead new business development consistent with Perspectives' objectives.

In order to drive the development of new business opportunities and achieve maximum account and market penetration, the Sales Executive will be responsible for:

- Identifying and contacting potential customers through a variety of prospecting methods. (i.e., development of existing distribution channels, social media, attendance at tradeshow, etc.)
- Asking appropriate and probing questions to qualify and define prospect's needs before presenting potential solutions.
- Creating and delivering effective written and oral proposals, quotes, presentations and sales collateral.
- Responding to customer, broker, prospect and internal inquiries in a timely manner.
- Consistently meeting monthly activity and closing goals.
- Meeting the annual new business sales goals for the company's products and services.
- Performing other related duties as assigned or needed.

Position Requirements

- Minimum of a Bachelor's degree
- Prior experience and *success* in sales
- EAP, HR, organizational development, benefits brokerage or consulting industry experience is preferred
- Work both independently and with operations and leadership teams
- Innovative business development skills
- Strong critical thinking and problem-solving abilities
- Technical skills, including the ability to track activity in CRM software
- Planning and organization skills
- Interpersonal skills

Compensation: Base plus commission (negotiable)

Overnight Travel: Less than 20%

To apply, please send resume and cover letter to Sales_Exec@Perspectivesltd.com