

Job Title: Sales Executive and Consultant

Reports to Title: Sales Manager

Location: Boston or New York

JOB PURPOSE

The PIWW sales executive and consultant is responsible for identifying and cultivating new business opportunities, delivering high level training, and providing consulting services to client companies.

KEY ACCOUNTABILITIES/JOB FUNCTIONS

Business Development/Consulting/Training

- Develop a territory management plan and lead development strategy to achieve determined budget.
- Identify business opportunities for all products through networking and cold-calling
- Cultivate those leads through the entire sales cycle
- Provide ongoing consulting support to client companies for PI, SSAT, and CFS
- Partner with Client Services/Account Manager to drive long-term sustainable growth within existing client companies
- Prepare for all training and consulting in collaboration with PIWW sales team
- Deliver PI Management Training and Customer-Focused Selling training to senior executives, HR leaders, and sales organizations
- Using PIWW products, create consulting and training solutions for specific client situations (team building, reinforcement session, etc)
- Ongoing commitment to developing expertise in products and services.
- Attend PIWW workshops, sales meetings, and global meetings as required
- Provide back-up for monthly Open Workshops as needed

ESSENTIAL SKILLS AND EXPERIENCE

- Bachelor's Degree and 10+ years experience in selling to senior level executives
- Outstanding customer service/client focus
- Excellent written, verbal, and presentation communication skills
- Strong time-management skills
- Sales Skills Mastery
- Strong facilitation skills
- Demonstrated ability to organize and manage multiple priorities
- Problem analysis and problem resolution at both the strategic and functional level
- Proficient in Microsoft Office Suite
- Previous PI and/or CFS/SSAT experience preferred

ABOUT PI WORLDWIDE

PI Worldwide® is a global leader in human capital analytics. With current emphasis on leadership and sales development, PI Worldwide works with global organizations to uncover data-driven insights to create and sustain a high performance culture. Addressing critical business challenges from succession planning and employee development to selection, retention and sales force optimization, PI Worldwide provides unlimited access to proven tools and learning programs, allowing business leaders to continuously uncover new levels of talent and value across the organization. Since 1955, PI Worldwide has extended a passion for understanding talent into the boardroom, providing the data, expertise and global support to build world class teams in over 140 countries, 65 languages and more than 7,500 companies – including many of the world’s largest corporations. Visit PI Worldwide at www.piworldwide.com .

APPLICATION PROCESS

To apply for this position, please forward resume to:
opportunities@piworldwide.com.