



## **Job Description – Account Executive**

### **Description:**

Provide your clients with a consultative approach to IT training at a company that cares about your career. While you help your business customers develop the best plans for their needs and budget, your employer will be investing in your professional growth. You'll have plentiful opportunities to build your account base and income, and the support you need to do so.

### **Essential Job Functions:**

- Recruit and retain prospective customers through outbound phone calls within a 200 miles radius of Kansas City
- Sell to various levels throughout the organization which includes building long-term partnerships with Information Technology, Procurement and Associate Development leaders.
- Customize training solutions that best meets the customers IT training budget and need
- Understand and anticipate how key decisions are made, while uncovering new business needs and growing those relationships
- Develop strong knowledge of leading industry trends, courses and products through ongoing training, literature and regular 1:1 meetings with Centriq's Corporate Sales Manager
- Work the entire sales process once the opportunity is created through completion
- Train and assist customers throughout the enrollment process
- Articulate and demonstrate Centriq's Core Values
- Other duties as assigned

### **Requirements:**

- 2 years B2B sales experience to IT professionals
- Excellent communications skills (written and verbal)
- General understanding of technology
- Highly organized with strong attention to detail
- Ability to work well in a fast-paced professional office environment
- 1 year experience working in Salesforce or Microsoft CRM (or other contact management system)
- Time Management – Manage time effectively when working with high transaction volume
- Must be able to meet weekly, monthly and yearly quotas
- Basic computer skills: (Outlook, Excel, Word)

### **The Perks & Benefits:**

- Competitive Salary and Bonus Compensation Plan
- Health

- Dental
- Vision
- Prescription Drug
- Flexible Spending Accounts
- Life Insurance
- 401(k)
- Dedicated prep weeks and work/life balance
- Company gatherings and social events
- Staff area featuring big screen tv's, Xbox, ping-pong and more

**About Us:**

Centriq Training is Kansas City's leading technical training company. Invest in yourself and apply to become part of our team in a challenging and rewarding career!

Email your resume and cover letter to [careers@centriq.com](mailto:careers@centriq.com) with "Account Executive Application" in the subject line.