



Job Description – Account Executive – New Business Development (Position will be based in St. Louis)

Description:

Centriq Training (Centriq), the Kansas City area's largest information technology training company, announces that it acquired St. Louis-based Premier Knowledge Solutions (PKS) in a transaction that closed on April 1. The combined firms create the largest IT training company in the Midwest, and will offer in-person training from 29 instructors at 27 classrooms located in St. Louis, Kansas City and O'Fallon, Ill., along with live, "virtual" online courses. This exciting opportunity is for a hunter to work with some of the most respected enterprises in the country right in your hometown of St. Louis.

Provide your newly developed 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:

- Prospect and retain new customers through outbound phone calls, emails and in-person appointments within a 50 miles radius of St. Louis
- Sell to various leadership 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 relationship selling and offering solutions IT managers and higher levels
- Excellent communications skills (written and verbal)
- Currently resides in the St. Louis Metropolitan area
- Understanding of how enterprise technology works e.g. Cisco, Microsoft, Citrix, Red Hat etc
- Highly organized with strong attention to detail
- Ability to work well in a fast-paced professional office environment
- Working knowledge of 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 Commission Plan
- Health
- Dental
- Vision
- Prescription Drug
- Flexible Spending Accounts
- Life Insurance
- 401(k)
- Company gatherings and social events

Email your resume and cover letter to jruby@centriq.com with “Account Executive – New Business Development” in the subject line.