



## **Job Description: Account Executive – St Louis**

(Position will be based in St. Louis)

### **Description:**

Centriq Training (Centriq), the Kansas City area's largest information technology training company, acquired St. Louis-based Premier Knowledge Solutions (PKS) in April 2017 thus creating largest IT training company in the Midwest. Centriq delivers live "instructor-in-the-classroom" training from facilities located in St. Louis, MO, O'Fallon, IL and Leawood, KS, in addition to live, "Virtual" online courses. This exciting opportunity is for an individual that is passionate about building relationships and closing deals, while bringing world class IT training to organizations small and large in your hometown of St. Louis.

As an Account Executive at Centriq, you will 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. Centriq Training is St. Louis and Kansas City's fastest growing technical training company which makes us the premier training provider of the Midwest. Please visit our website at [Centriq.com](http://Centriq.com).

### **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:**

- Business to Business relationship selling and offering solutions to IT managers and other decision makers throughout the organization
- Excellent communications skills (written and verbal)

- Understanding of how technology works (e.g. Cisco, Microsoft, Citrix, Red Hat, etc.) within an IT department
- Currently reside in the St. Louis Metropolitan area
- Highly organized with strong attention to detail
- Ability to work well in a fast-paced professional office environment
- Some 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 [jrubby@centrig.com](mailto:jruby@centrig.com) with “Account Executive – St Louis” in the subject line.