

## Sales Excellence Training Program

### Responsibilities:

- This role will gain access and exposure to all aspects of sales, marketing and retention within the organization – with the end goal of driving leads and helping American businesses grow their operations.
- Work closely with team on content generation ideas and campaigns. This person should be a creative thinker who is willing to offer insight and ideas and a team player who collaborates effectively in a team environment.
- This role will also be responsible for researching new industries, collaborating across multiple departments, and reaching out to prospects.
- Support the efforts of the sales and marketing teams through qualifications of leads, follow up and innovative outreach strategies.
- Identify opportunities for the organization and work with leadership to develop tactics to make the most impact possible.
- Drive and challenge colleagues and leadership constantly on practices to improve overall value to prospects and client engagement.

### Requirements:

- 4-year degree
- Must thrive in a challenging, competitive, and fast-paced work environment
- Must be able to drive change, innovation and effectively execute and deliver high-quality results in a timely manner
- Fearless! Looks at challenges as an opportunity to shine and views reaching out to American businesses to help them grow as fun and exciting
- Demonstrates a positive, can-do attitude, thrives in a collaborative and transparent environment, can give, and take constructive feedback on a consistent basis
- Must be able to drive change, innovation and effectively execute and deliver high-quality results in a timely manner