

ThinkWise Senior Sales Executive (Big Upside)

Leadership Development/Talent Management Software

We are a small and growing SaaS solution provider in the talent management and leadership development space with clients such as Amway, Associated British Foods, Celebrity Cruise Lines, Disney, Boeing, Honda, Ingersoll Rand, Spectrum Health Systems, TRW, Tyco, and University of Michigan among others. We are looking for a super-powered individual who can join our ThinkWise team and acquire new customers to drive our top line.

The ideal candidate will be a proven producer in the human capital, talent management, or training space – selling solutions to HR and business executives with a solid understanding of HR processes and business challenges. Your territory will be North America and beyond. A track record of selling to both SMB (250-5000 employees) and the Enterprise (5000+) markets is desired.

The successful candidate will have tremendous earning potential and will be given new opportunities to build and manage a territory based sales team.

Location

The qualified candidate can be located in any major metropolitan area in the U.S. Most sales efforts are supported via phone and GoToMeeting with some travel reserved for enterprise opportunities, significant marketing events/tradeshows, and connecting with ThinkWise headquarters (Michigan) – ideally when drinking a micro-brew on a patio is possible (April – October)!

Responsibilities

- Provide talent management product expertise and solution advice to clients and prospects
- Primarily manage business development by telephone, email, and GoToMeeting/webinars
- Must get energy from being a hunter: You are going after new valued business
- Secure new business leads by cold calling and contributing to our lead generation activities
- Partner with ThinkWise team to support strategic partnerships and leverage reseller channel strategy
- Use consultative selling and demonstrate a credible understanding of Human Capital practices and processes
- Develop, negotiate and close long-term agreements
- Conduct virtual and live presentations around our solutions
- Coordinate with Marketing, Senior Consultants, and key partners to deliver sophisticated solutions.
- Skillfully use ThinkWise points of view, frameworks, sales tools and sales process
- Translate the client needs and challenges into integrated solution roadmaps using the ThinkWise modules

Required Skills and Experience

- Minimum of 5 years enterprise software sales experience, successfully selling high level corporate software/technology solutions at the executive level
- 2+ years of highly successful sales experience in Leadership Development/Talent Management and HR software applications to Global 1000 corporations
- Experience selling SaaS solutions
- Deep experience in utilizing solution/consultative selling methodologies
- Record of consistently meeting (or exceeding) revenue quotas
- Deep understanding of HR and Talent Management processes and systems
- Bachelor's degree, ideally advanced degree in related field
- Core Competencies: Action Orientation, Communication, Customer Engagement, Interpersonal Effectiveness, Results Focus, and Self-Management

Contact

If interested in this unique opportunity, please contact Marc Wenzel at mwenzel@thinkwiseinc.com and provide us your resume and why you are uniquely qualified to join the ThinkWise team and drive revenues to new heights!

