

## **Outbound Sales Executive**

Are you looking to join a forward thinking, innovative training service provider to progress your career? Learning Tree have a close knit, successful and hungry sales team and we are looking at expanding even further. There is huge demand across the world for companies to upskill their IT and Management staff and what better way to assist with this than joining one of the global market leaders.

Our sales department is one of the key pillars of our business, you will have a lot of exposure both internally with your peers and externally to a large number of FTSE100 companies.

If you are a forward thinking, innovate sales person, we want to talk to you!

### **Here's what your role looks like**

We have a large number of existing key accounts within the business, but in the fast-paced IT world, requirements are always changing and evolving, we are looking for sales people that can do the same!

Our culture and values mean that our sales team are not only talented, but they really do value client relationships. How we achieve this is through hard work, dedication to our service and a strong team mentality. We are looking for progressive sales people that are organised enough to follow an already successful process but that also have the vision and ability to make informed, innovative changes to that process in order to thrive.

You will be working with both new and existing clients to help with their constant demand for upskilling their IT and Management staff. You will be entrusted with a full cradle to grave process for your clients, from finding new leads through to closing that business and nurturing the partnership moving forwards, this really is an opportunity to manage your own business within a business!

Based within our training and development centre in Euston you will be working closely with both your peers and the companies accredited learning consultants to deliver either; Public, on-site or blended learning solutions. Whilst there will be competition in each account we truly believe with the right skill and attitude we can establish Learning Tree as the No.1 training provider within your client base.

### **What we need from you**

Whilst we are very focussed on recruiting the right individual for the positions in our sales teams there are some criteria that we do need you to match up to;

- Previous track record of successful internal sales experience
- Goal and relationship orientated. We want you to be winning strong, sustainable client relationship and we want to reward you for it!



- We need our sales people to be comfortable at selling within all levels of a business, Learning Tree want to be recognised positively throughout our client's whole business structure.
- Strong negotiation and closing skills, whilst we are not looking for you to hound your clients into submission, you will be required to close the deals you have worked so hard to open

### **Learning Trees commitment in return**

We appreciate that we are asking for a lot, we need to in order to get the best possible staff on the market but in return we do provide some excellent benefits.

- Highly competitive, negotiable (that's where your skills come in) basic salary
- Uncapped commission structure, we did say we want to reward your hard work
- Excellent career progression, we have countless examples of staff progressing through our business
- Excellent pension scheme
- Discounted gym and sports club membership
- Access to our public courses, we recognise that the best people are ambitious, we want to fuel that ambition
- The chance to work within a collaborative, supportive team to help achieve your career goals

### **What's next?**

If from reading this advert, you are champing at the bit to get started then please do send your CV across to our Talent Acquisition Lead, Ash Doherty ([recruitment@learningtree.com](mailto:recruitment@learningtree.com)) From there we will arrange an initial telephone call to get the process started and get your on the path to your new role with Learning Tree.