**Global Sales Consultant – US Market**

We have an exciting opportunity for an ambitious Sales Professional to join our growing indirect sales team at Digital Marketing Institute.

**The focus of this role**

Our B2B/Indirect Global Sales Consultant will be an exceptional and passionate inside sales professional who is organised and has a hunger and drive to identify, pursue and win new business through the acquisition of new partners from Universities, Private Colleges and Business Schools.

You will be responsible for developing and managing business opportunities through direct (insides) sales activity, managing/influencing a mixture of inbound and outbound global leads.

**Key Attributes**

* A high performer in an acquisition role, who is highly target driven & motivated.
* Be a go-getting, new business seeking, revenue generator
* Demonstrate success through a consultative sales approach, selling to a number of key people across an organisation.
* Experienced in working in a fast-paced inside sales environment
* Commercially savvy with a proven track record to acquire new business opportunities through a mixture of inbound and outbound leads

**Ok, so what’s the Brief?**

* Identify, pro-actively seek out, take ownership and continually deliver new business opportunities enthusiastically building client relationships
* Recruitment of US Universities
* Actively call on key global prospects
* Researching your target market to generate leads, prospecting and prioritizing leads
* Evaluating potential partners, negotiating contracts and bringing them through the full sales process using a consultative approach
* Working closely with internal stakeholders to ensure a smooth onboarding process
* Working closely with the operations and product team to provide partners with a seamless operational service
* Effectively managing a pipeline of prospects, and accurately report progress through our CRM (Salesforce)

**A small bit about you...**

* An expert in the US market with at least three years’ experience working within a proactive sales environment, preferably with experience of inside sales.
* Experience within the education sector is desirable but not essential
* Credible and confident at the C-Suite level and excellent reporting & networking skills.
* Proven track record in achieving sales targets within specific deadlines.
* You must have experience of successfully negotiating large value, complex contracts. Good working knowledge of digital marketing sectors and technologies is preferred. A consultative sales approach that ensures the needs of the client are met effectively Strong verbal and written communication skills: needs analysis, positioning, business justification, closing techniques