

Business Coaching and Sales Account Executive

Griffin Hill is the human and organizational performance company. We believe that high performance is the outcome of systematic adherence to natural law. Our systems provide ways for leaders and employees to attend to the principles that govern success. Adherence to natural laws and high leverage activities help our clients see rapid, substantial, and sustainable revenue growth.

Griffin Hill is seeking a proven, highly motivated, and high performance sales professional that can also be an effective business coach to join the Utah based team. This position offers world class sales training and a team of coworkers that are committed to success and growth.

Position Responsibilities:

- Effectively and independently distill and deliver the Griffin Hill value proposition, demonstrating Griffin Hill's product platform
- Follow the established Griffin Hill sales process to provide timely and accurate forecasting and reporting of activity to Sales Management
- Maintain an active pipeline of forecasted opportunities to meet monthly, quarterly and annual quota objectives
- Build executive level relationships as well as establishing meetings with a broad array of executives - proactively selling into multiple levels of an organization
- Overcome concerns and both business and technical roadblocks
- Engage, manage, and prepare proposals, quotes and contracts in order to close Griffin Hill contracts
- Continue to engage customer for additional revenue, leads and other opportunities
- Facilitate instructor-led, classroom-based training as well as web-based training seminars, providing intensive value-add feedback and coaching
- Perform other duties and responsibilities as outlined by direct supervisor

Position Qualifications:

- Ability to identify, cultivate and close deals in new areas
- Outstanding communication, presentation and negotiation skills (verbal and written)
- Team Player with excellent organization and time management skills
- Excellent communication and problem solving skills
- Demonstrated success attaining and exceeding production goals
- Demonstrated results in the solution-based selling process
- Strong presentation and facilitation skills; experience in classroom and web based training a plus
- Enthusiastic, high energy, dynamic personality with the ability to motivate and inspire sales professionals at all levels
- Passionate about sales and coaching

Additional Information:

Schedule: Full-time position. Typical hours between 8am-5pm on Monday – Friday

Compensation: Base salary plus commission and benefit package