



## **New Business Executive- I Am Here (Ref:NBE\_IAH\_2022)**

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**Location: Sydney or Melbourne preference, remote role**

### **About PulseLearning**

Want to work with an award-winning, purposeful, global Top 10 learning solutions provider?

Want to be part of a culture where it's ok not to feel ok; and it's absolutely ok to ask for help?

Are you looking to join an organisation where personal and professional growth is as important to us as to you?

Then, maybe PulseLearning, the 22-year old leader in behavioural change through Learning, is the place for you?

In 2019, PulseLearning launched **I Am Here** to gift people through the workplace with the courage, confidence and skills to safely guide others to help and support when needed. The **I Am Here** community now has 850,000 members across five continents and is the fastest growing Mental Health and Wellbeing movement in the world.

Headquartered in Ireland, we embrace diversity and have Teams in the US, Canada, Europe, Australia and New Zealand. PulseLearning provides an environment of acceptance and inclusion. We embrace diverse thinking and are always looking for smarter ways to work. We value each other immensely and truly believe in the value of our products and services in creating positive change.

### **Who we're looking for**

We are seeking a highly driven sales-focused individual with experience in Mental Health and Wellbeing, within the **I Am Here** Team.

This is primarily a New Business role and you will be someone who thrives and excels in a dynamic, supportive results-driven environment. Your tenacity and persistence will be matched by your ability to connect and build relationships with prospective Clients. You will be joining a growing brand, with a start-up culture within an established, globally known and recognised learning solutions and services organisation.

Our drive and passion for creating change in the workplace, matched by the growth sales targets are a magnet for you.

## Specific Responsibilities

- Drive and close sales to meet monthly sales targets
- Develop a full understanding of I Am Here follow up on inbound leads for Australia/New Zealand
- Leverage business acumen, sector knowledge and experience to establish and enhance relationships with key contacts and decision makers at prospective Clients
- Lead the sales process from initial Lead engagement through transition contract signing and initial onboarding
- Provide clear, concise and accurate weekly reporting through a CRM system
- Ability to energise and align Team to deliver, in an engaging way

## Required Experience and Skills

- 5+ years' B2B sales experience within mental health and wellbeing
- Demonstrated sales record of in excess of AUD\$ 1 million a year ideally with a Product with Services mix
- A skilled operator who can understand complex business challenges and turn them into impactful solutions, pipeline and deal flow
- Excellent application of sales principles, styles and techniques. You will be persistent, resilient and absolutely sales focus – you don't get distracted.
- Outstanding presentation, communication and analytical skills
- Someone who thrives in a fast-paced environment, is flexible and has high energy to get work done.
- Demonstrated results, consistently delivering on expectations for growth and profitability
- A passion for and desire to learn and speak about well-being, mental health
- Ability to quickly generate a high-quality pipeline
- Ability to establish and maintain strong Client and Team relationships working in a virtual environment.

## The benefits of working at PulseLearning

Because **PulseLearning** hires the best people, we work hard to provide benefits that make their lives better, so we offer a comprehensive compensation package that includes:

- A competitive salary, plus performance bonus in one of the world's leading learning providers
- Flexible working hours
- Remote working
- Access to **I Am Here** mental health & wellbeing programme

## How to Apply?

Before communicating your interest in this position, please self-register for the program and complete the I Am Here Tribe Member and Ambassador eLearning here: I Am Here (<https://demo.iamheretribe.com/hr>)



To apply: After completing the courseware, please email your résumé and cover letter to [recruit@pulselearning.com](mailto:recruit@pulselearning.com). Please include the Job Title and Reference Number in the subject line of your email. We look forward to hearing from you!