

## **Catalyst Learning Company Regional Sales Manager**

Catalyst Learning Company (CLC) is seeking a proven sales professional to represent the Company's education and career development product suite. The Regional Sales Manager (RSM) is responsible for achieving sales quota through expanded relationships with existing customers and by identifying and closing new health system accounts.

This position is ideal for someone who wants to make a difference in people's lives because of the impact CLC's products have on adult learners' confidence, behavioral skills, and upward career mobility. The RSM role can also be a great move for someone who is interested in moving into sales management.

### **Primary Job Responsibilities**

- Meet assigned targets for sales growth by managing sales funnel from open through close.
- Establish productive, professional relationships with key decision makers.
- Coordinate the involvement of other CLC personnel when needed, including support resources, team members, and management.

### **Desired Skills and Experience**

Requirements for the Regional Sales Manager are:

- Reference-able relationships with Healthcare Executives (C-Suite, VP and Director levels).
- Sales experience
  - Three+ years selling to large accounts, with a record of achieving quota.
  - Prospecting via telephone/web-based tools, i.e. not all face-to-face selling
  - Product sales experience. CLC customers purchase courseware packages that consists of on-line and classroom instructional materials and teacher training.
  - Computer Skills: Proficiency in sales/CRM database, e.g. Salesforce, Microsoft Word, Excel and Power Point.
- Schedule Flexibility: Ability to travel 25% of the time to accommodate customer schedules.
- Education: Bachelor's Degree. Preference to candidates with a Nursing degree
- Successful Candidate will also have:
  - Professional gravitas; comfortable/effective in C-Suite conversation and account management
  - Creativity; ability to generate new ideas for lead generation and sales funnel movement
  - Strong organizational and time management skills.
  - Ability to thrive and contribute in a small business, team environment.

### **About the Company**

Catalyst Learning Company (CLC) is a leader in healthcare workforce development. Customers are 530+ acute care hospitals around the country and include HCA, the VHA and many Catholic Health and Regional systems. CLC's focus on mid-level and entry-level employees helps employers realize the full impact and contribution this group makes to the success of the organization. CLC was founded in 1993, is a female-owned small business headquartered in Louisville, KY and has 15 full-time employees.

Compensation: Base (competitive) + Commission + Profit sharing

Benefits: Medical Insurance, Life Insurance, Dental Insurance, Vision Insurance, Paid Vacation, Paid Sick Days, Paid Holidays, 401K Plan, Educational Assistance, Special Incentive Plans