

Senior Sales Executive, Colombia

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Company: D2L

Location: Colombia

Category: other-general

JOB SUMMARY:

As a D2L Senior Sales Executive you will be responsible for meeting and exceeding sales objectives for an assigned territory by promoting and selling the D2L product suite through professional sales techniques. We are looking for a highly knowledgeable and capable sales individual with a proven track record of selling high-value complex solutions to the education industry/public institutions in Colombia. Candidates must possess an in-depth knowledge of the Higher Education industry in Colombia, K-12 is an added bonus. The Senior Sales Executive will spend the majority of their time in field developing and cultivating prospects, moving them through the sales process and closing new business.

HOW WILL I MAKE AN IMPACT?

Meeting and exceeding set sales quotas for defined area/region

Making prospecting an integral part of your regular routine ensuring new prospects are being added to the sales funnel on an ongoing basis

Managing a complex, enterprise solution sale with a 6 to 12 month purchasing cycle.

Moving the sale through the entire sales process actively engaging other D2L resources as necessary to ensure success

Taking an active role in the RFP process

Continually learning about new products and improving your selling skills. Attend training

events throughout the year and will be expected to participate in self-paced tutorial learning when appropriate

Being well-informed about current industry trends and being able to talk intelligently about the education industry in the assigned area/region

Becoming familiar with all D2L Partner relationships and how they relate to D2L sales

Attending and participating in sales meetings, product seminars and trade shows

Preparing written presentations, reports and price quotations

Assisting in contract negotiations

Building and managing a quantifiable 12 month sales pipeline

Effectively and efficiently deploy D2L resources at appropriate stages in the sales cycle to advance the sales process

WHAT YOU'LL BRING TO THE ROLE:

Our ideal candidate is located in Bogotá This is a remote position - open to all of Colombia

5-7+ years' sales experience in the eLearning, education, and/or complex solution software sales industries

Must have strong understanding of software sales cycles and dealing with top decision makers within education

Knowledge of eLearning/education industry preferred

Track record of successful achievement in assigned quotas

Ability to manage a pipeline of 50+ accounts at any given time

Ability to work in a team environment

Must possess strong leadership, motivational, and presentation skills

Proven success prospecting, building a pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers

Ability to craft a solution with appropriate products and services that meets business goals based on client discussions

Working knowledge of web and database technology

Fluent in English and Spanish and understanding of how business practices within the Colombian market

Must be able to travel 50%+

Please note: You must submit your resume/CV in English.

Don't meet every single requirement? We strongly encourage you to still apply! At D2L, we are committed to creating a diverse and inclusive environment. We encourage your application even if you don't believe you meet every single qualification outlined, because we love to help our people grow and develop!

Why we're awesome:

At D2L, we are dedicated to providing you with the tools to do the best work of your life.

While some of our perks and benefits may vary depending on location or employment type, we are proud to provide employees with the following through #LifeAtD2L;

Impactful work transforming the way the world learns

Flexible work arrangements

Learning and Growth opportunities

Tuition reimbursement of up to \$4,000 CAD for continuing education through our Catch the Wave Program

2 Paid Days off for Catch the Wave related activities like exams or final assignments

Employee wellbeing (Access to mental health services, EFAP program, financial planning and more)

Retirement planning

2 Paid Volunteer Days

Competitive Benefits Package

Home Internet Reimbursements

Employee Referral Program

Wellness Reimbursement

Employee Recognition

Social Events

Dog Friendly Offices at our HQ in Kitchener, Winnipeg, Vancouver and Melbourne.

D2L is committed to a fair and inclusive work environment. We are an equal opportunity employer that hires and attracts talent regardless of age, race, creed, color, religion, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, sex, status as a protected veteran or any other legally protected grounds and will not discriminate on these bases. We draw on diversity of thought and experience to reflect the rich array of cultures representing our broad customer base and we seek talent with diversity of life experiences and perspectives from around the world. If you have special accessibility requirements that need to be considered during the recruitment process, please let us know by emailing us at careers@d2l.com and a member of our HR team will get back to you. Information received relating to accommodation needs of applicants will be addressed confidentially. D2L maintains a drug-free workplace.

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