

SENIOR SALES CONSULTANT

We are currently looking for a Senior Sales Consultant who will direct and coordinate all activities for assigned clients, as well as prospect and close new client business for the firm. This position is also responsible for client relations, program management execution, reporting and feedback functions. The ideal candidate will be an independent self-starter with clear understandings of business issues, as well as a demonstrated history of sales success.

Position Description:

- Establish and maintain professional business relationships with various assigned client business units and channels
- Drive development and execution of Mansfield strategy programs with senior level management at our client companies
- Manage clients by working with their senior team, developing and administering effective sales solutions and programs consistent with established company-wide goals and initiatives
- Administration of Mansfield programs, policies, practices and initiatives
- Provide regular feedback and reporting to Mansfield clients

Qualifications:

- Bachelor's degree in Marketing, Business Administration or closely related business field
- 8-10 years senior level sales experience; preference will be given for experience in the Enterprise Software and IT industries
- Superior analytical and client service skills
- Strong ability to demonstrate effective client management
- Experience in developing and carrying out business plans with clients
- History of consistent quota achievement
- Outstanding communication, negotiation and presentation skills
- Capability to interact with all levels of clients, from senior management to sales staff
- Ability to manage and coordinate multiple projects under deadlines