



Make every communication count.

# Mandel Communications, Inc.

## Enterprise Account Executive (7+ years)

Mandel Communications is the global leader in communication skills training for corporate organizations who believe in the power and potential of their employees. We believe that anyone, regardless of their role or experience level, can learn new ways to craft and deliver strong messages, elevate their executive presence, and maximize their value in every communication.

We are all about strengthening the human element in a world full of technology. Our ideal candidates for this position are individuals who have a passion for human connection.

The communications skills that Mandel provides to the employees of our corporate clients leads to more positive human connectivity, which drives better and faster decisions and accelerates the achievement of meaningful business goals.

Typical Mandel clients range from global Fortune 1,000 to mid-sized and hyper-growth companies across many verticals, with an emphasis on the technology sector. We provide our training services globally to salesforces, engineering and technical teams, and other business professionals, including at the executive and managerial level.

We are recruiting Enterprise Account Executives (AE) to join our full-time sales team in North America. As a Mandel AE, your job will be focused on hunting for qualified sales opportunities in new, dormant and existing accounts, working qualified opportunities throughout the entire sales cycle, and building long-term trusted advisor client relationships.

AEs have the important tasks of understanding our communications skill-building training and coaching solutions at a deep level and articulating Mandel's value propositions based on the unique business needs of each prospect and client organization.

The ideal candidate will have a proven track record of generating new sales opportunities and closing large, enterprise deals. We are looking for problem-solving "go-getters" who thrive on consultative selling. The successful candidates will be self-motivated with a passion for self-development and a "guide me, then let me figure it out" attitude.

As a benefit of employment, you will get to work with some of the world's best communication skills training coaches when engaging with clients and to further fine-tune your own skills.

This role reports directly to the SVP, Global Sales and Client Success and partners closely with the Senior Director of Sales Enablement. AE's also have direct contact with the VPs of Marketing and Product Development.

## Job Requirements and Ideal Candidate Attributes

- **Proven Performer** – You have experience working in an enterprise B2B sales environment with a high-growth mentality and a proven track record of generating qualified opportunities and developing long-lasting partnerships with clients. **Minimum of 7 years of direct experience.**
- **Digital Mindset** – You recognize the digital transformation occurring in business and are eager to create more opportunities to utilize tech in your work and when discussing our training solutions. You exhibit proficiency in CRM systems, LinkedIn Sales Navigator, and have the technical aptitude to master our sales tools
- **Natural Connector** – You have extensive experience building strong rapport with prospects and clients, nurturing client relationships with a consultative-selling approach, and are comfortable acting as a trusted advisor
- **Passionate** – You have a real interest and passion for the work that we do around developing and transforming people to listen, think, and speak more effectively
- **Masterful Communicator** – You must already exhibit strong presentation, written and verbal communication skills. You are willing to talk to new people every day to explain the Mandel value proposition and have the ability to understand and react to client needs, challenges, and objections
- **Lifetime Student** – You are naturally curious, exhibit a zeal for self-development and are always looking for ways to improve your skills and grow as a seller
- **Positive Team Player** – You have the ability and desire to work in a fast-paced, environment with peers who challenge you to be better. You have a strong collaborative mindset, are a willing team player, and always have a “glass-half-full” attitude
- **Innovative Initiative** – You think outside the box and are courageous and creative in the way you work to successfully reach prospects, ignite conversations, and build strong relationships. You also exhibit strong emotional intelligence through empathy and relationship management
- **Go-Getter Mindset** – Your work ethic is unmatched - anything you don't know you'll make up with hard work. You don't believe in settling, you find ways to overachieve and keep improving
- **Coachable** - You feel comfortable being held accountable to results, you're extremely coachable, and willing to receive and implement feedback
- **Embraces Difficult Conversations** – You have the ability to work through and thrive on objections and rejection on a daily basis when working with prospects

## Day-to-Day Responsibilities

- Perform highly targeted prospecting into medium and large Enterprise-sized accounts through outbound calling, emailing, and other social mediums to generate qualified, self-sourced leads
- Follow-up on Marketing Qualified Leads to uncover customer pain points and desired business outcomes and educate them on Mandel's differentiated value proposition
- Develop and implement strategies to penetrate targeted accounts and key market segments
- Raise awareness and generate interest through social outreach to prospective customers



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- Leverage sales intelligence tools to maximize outreach to the addressable market
- Develop quality messaging to enhance outreach efforts to convey Mandel's value proposition to potential buyers
- Manage deal throughout sales cycle from inception to close
- Track all sales activities in CRM and manage lead/contact/opportunity data for accuracy
- Keep forecasts up to date with a goal of consistently hitting or exceeding quotas

The above outlines the basic responsibilities of critical day-to-day functions of the AE and is not binding. We reserve the right to assign additional tasks and responsibilities as needed to fulfill Mandel's goals.

### **How Mandel Works for You**

We believe in the potential and power of our people. Your best work happens when you have a holistic life balance, and Mandel gives you the support and flexibility to make that happen. Mandel is committed to delivering a comprehensive benefits program that provides the support you need. At the time of this posting, this role is eligible to participate in the following benefits:

- Competitive compensation and benefits
- Comprehensive health insurance with HMO & PPO plans available
- Dental and vision plans
- Employer-paid life insurance, AD&D, short-term disability, and long-term disability
- 401(k) Retirement Savings Plan
- Generous Paid Time Off and 13 holidays per year
- Education benefit: You will get to work with and be trained by some of the best communications coaches on the planet as part of your employment with Mandel
- Work from home accommodations

**Location:** Mandel employees work remotely and in Mandel corporate offices in Capitola and San Ramon, California.

Mandel is an equal opportunity employer. We believe that diversity is integral to our success, and do not discriminate based on race, color, religion, age, or any other basis protected by law.

**Interested candidates may reach out to Dan Luotto (SVP, Global Sales & Client Success) directly, contact details are below.**

**Dan Luotto, SVP, Global Sales & Client Success**

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[Connect with Dan on LinkedIn](#)