

Learning Consultant, Sales and Solutions

Full Time (Permanent) | Boston, MA

\$50-100k OTE, plus benefits and occasional travel

We are looking for a Learning Technology Consultant to complement our existing sales team. This is a specialist sales and solution role where the ideal candidate will be able to work closely with prospective clients, through a consultative process, and apply their own knowledge to propose client solutions.

This is your opportunity to find client solutions using our award-winning software. Our core products Curatr LXP and Learning Locker took 3 Brandon Hall awards this year, part of a long history of recognition for innovation and quality in our field. Inspired by places like the MIT Media Lab; we're a group of ambitious, research-driven professionals, with a mission to develop the next big breakthrough in personalized online learning. We are a close-knit team with a friendly atmosphere that benefits from both the warmth of a family firm, and the tenacity of a venture-funded startup. In recent times we have rapidly expanded our operations by opening a US office in Boston and expanding our UK team at our new Oxford HQ.

The ideal candidate will have solid experience in B2B consultative sales, and a background in training, education, instructional design or a related field.

We are an R&D-driven learning technology company looking to help our clients find innovative solutions to their learning requirements. You will be required to have an in-depth understanding of both our products and the professional learning field in order to guide prospects and clients in finding the right solution for their needs.

Key Duties:

Reporting to the Sales Manager, your key duties will include, but are not limited to:

- Developing and managing a pipeline of sales opportunities for our SaaS learning products and professional services
- Understanding the prospective clients needs and requirements and applying your own experience to work closely with the client through a consultative process to find the best solution and configuration for their needs
- Preparing and presenting client-specific product demonstrations both online and face to face at all levels within an organization
- Preparing sandbox environments and pilots for prospective clients, pro-actively managing these to ensure a positive experience
- Assisting in answering incoming RFPs
- Pro-actively building a network of prospects in order to create potential lead opportunities
- Attending conferences and seminars and actively generating leads whilst keeping yourself up-to-date with developments in the learning and training technology field

- Making field sales visits to prospective customers as required
- Taking the role of subject-specialist as required, assisting the wider sales, marketing, customer-success, implementation and support teams.

Key Skills/ Experience

Essential:

- A proven track record in a consultative B2B sales environment
- Experience in training, education, instructional design or a related field
- Solid understanding of the application of learning theories to digital learning environments in a corporate training environment (or similar)
- Ability to be confident and credible in conversations with senior executives
- Experience securing order values of between \$10K- 200K
- A proven track record in a consultative B2B sales environment
- Confidence with learning technology

Desirable:

- Good understanding of the corporate learning technology sector
- Knowledge of L&D
- SaaS sales experience
- Understanding of instructional design methodologies
- Knowledge of learning management systems
- Experience in an e-learning or training environment

Package Includes:

Our compensation package is one of the best in our sector - a solid base salary with excellent OTE rewards with highly achievable targets (and big rewards for exceeding quota). Health packages plus 401k contributions and 25 days paid vacation per year (plus sick leave, plus national holidays, plus Christmas / New Year) from day one.

You'll be required to travel outside the USA to work alongside teams in the UK a couple times each year and you'll be working in our Boston Office, located in WeWork's Melcher Street space.