



Business Development Executive

Optimé International

Optimé is looking for a dynamic business development professional with a proven track record of results to help our company build upon its blue chip client base. Proficient in the latest sales enablement technologies and social selling strategies, you enjoy engaging companies and helping them raise their game. You will partner with Optimé's team of experts to help you qualify, create solutions and secure new clients for Optimé. Working with prospective customers, you will articulate how building sales and leadership capability can positively impact business success. Success will require you to tap into a deep well of EQ, business acumen and determination.

We teach salespeople that their primary responsibility is to help their customers. We want to help you to be successful and fulfilled in your work – and we want you to help us!

Responsibilities:

- Identify, engage and win new clients for Optimé
- Prospect and develop new business relationships within a specific target client profile
- Manage complex B2B sales-cycles and present the value of the Optimé virtual learning platform to potential customers
- Provide input and direction on lead generation marketing activities
- Provide strategic advice and consultation to help prospects get the best sales development program for their business
- Maintain timely and accurate sales activity, customer, pipeline and forecast information

Desired Skills and Experience:

- A hunter who has a desire to help companies improve and win
- Proficiency in the latest sales enablement technologies and social selling strategies



- Perseverance with impeccable follow-up and tracking capabilities
- Unrelenting focus on your goals and objectives
- Proven track record of over-achieving on sales objectives
- Demonstrated success and confidence building relationships and selling to senior Sales, HR leaders, Procurement and the C-Suite at large enterprise customers
- The ability to develop an account plan and to identify, sell and close large programs with net new clients
- Experience managing complex, multi-functional sales cycles
- Experience presenting to large groups in virtual and onsite meetings
- Strong and demonstrated written, verbal and presentation skills

For more information, or to apply, please email info@optime.com.