

# **Sandler Training Now Hiring an Experienced Sales Associate / Trainer in Miami**

## **Job Description: Sales Associate / Trainer**

To keep up with our amazing growth, we're looking to add an additional experienced sales / trainer professional to our team.

Our new Sales Associate will be prospecting companies and individuals of small to medium sized companies in the Miami area. We're looking for a motivated, self-starter with a can-do attitude. In this role we are producers that sell new business, and also consultants that do training, coaching and consulting for our client companies in all industries.

A qualified person would have a confident outlook on sales... "I know I'm good, I've proven it by always being a top producer (fact, not opinion), I have worked in a corporate setting that gave me good experience, but all I need now is a place where I can do what I'm good at - sales - and I want to take complete control of my career, my time, my income, and do something I could wake up excited about each day knowing I have greatness within me."

**To be on our team requires discipline, intelligence, and a desire to provide the best for you and those you care about.** Since our clients engage Sandler Training to develop a best-in-class sales force, we can only take "A" players on our team. If you make the team, team members routinely earn \$150k+ with no ceiling on their income, and never miss out on creating their own flexible schedule and enjoying life.

### **Skills & Experience**

- Must have prior success selling high ticket conceptual services to presidents, owners and senior leaders of small and medium sized companies in a short sales cycle
- You are memorable and dynamic
- You excel at finding and closing business
- You possess good listening and questioning skills
- Must have prior earnings of at least \$75,000
- Experience with consulting, training or business services helpful but not required
- Prior knowledge of Sandler Sales Training helpful but not required
- Not a current employee of one of our current clients
- Position is based in our Miami training center and requires little overnight travel

### **Company Description**

Sandler Training is a global leader in training and professional development with over 250 offices in 30 different countries.

We're authors of many best-selling books and field-tested curriculum that provides leadership, management, sales & sales management training / consulting to help individuals and companies achieve greater levels of personal and professional success. We've trained thousands of business professionals using a blend of personal experience and proven sales training techniques.

Our broad client base includes individuals, entrepreneurs and companies of all sizes in over 200 different industries and professions.

**Think you're a fit?**

**Submit your resume to [jubelka.duarte@sandler.com](mailto:jubelka.duarte@sandler.com)**

*"Absolute Sales Development (Sandler Miami) is an Equal Opportunity Employer."*