



Account Executive/Sales Coach

Sandler Framingham is happy to announce new **Account Executive** opening on our growing team! Here's the gist of what we need: You love speaking with new customers and building relationships. You're at a point in your career where you want to work for yourself, but also have the resources and support of a small team. You get energy from winning. If this sounds appealing, let's talk!

About You

- You are self-motivated and have a strong intellectual humility
- You enjoy being in front of people: presenting, coaching or training
- You're competitive and driven
- You love **winning** and want to help others win too
- Experience with the Sandler methodology a plus
- You've exceeded quotas
- You're comfortable selling to C-suite
- Hawaii. You like it. Maybe you love it (pssst...we do). Most of all you'd love to be part of a company who does business in Hawaii.
- You may even have an interest in owning a business someday
- Bachelor's Degree or higher

About Us

SaleFish, LLC is a leading Sander Training affiliate Headquartered in Framingham, Massachusetts with an additional location in Hawaii. We coach, train and mentor sales professionals, sales managers, and C-suite executives at small to large organizations. Our services help our clients develop a process around business development and enable management and executives to maximize sales performance. The right person for this role will be ready to leave corporate politics and join an innovative team who helps companies hire and retain the right people, coach them on how to sell and manage a sales team, and exceed corporate revenue expectations. Some of our clients are large Fortune 100 and some are Boston-based Start-ups. The rest are somewhere in between.

Sandler Training is a global leader in training and professional development with over 250 offices in 30 different countries. We help provide companies with the right tools and methodologies to effectively manage and grow successful sales teams.