

Executive Sales Consultant

Athens/Full-time



About the company

Solutions 2Grow is a start-up company in eLearning. Our vision is a future where people will manage their personal and professional development by creating business models that promote society and wellbeing (from Greek "EY ZHN"). Our mission is to create affordable and effective Digital/Smart Learning Solutions connected to the heart of the business culture, so as to make it easy for both teams and individuals to learn, adapt and grow in a world that is constantly changing. Our values: Teamwork, Agility, Self-leadership, Care, and Fun.

Are you the genius Sales Enthusiast and the digital native prodigy we're looking for?

We are looking for a Sales Enthusiast to promote high-quality e-learning solutions for companies that contribute to the overall success of their Learning Plan.

You will join an ongoing and expanding team of sales enthusiasts who work collaboratively - via high-end digital tools - with all areas of the company to make sure we stand out from the rest!

You will be trained for success in today's digital-first buying environment and you will find joy in consulting customers and contribute to their growth.

1 Roles And Responsibilities

In this Role, You Will Need To:

- Generate sales leads. (Hubspot tools, LinkedIn)
- Serve as a brand enthusiast for Solutions 2Grow services.
- Follow up on highly qualified inbound leads.
- Build relationships with prospects and internal stakeholders to grow new business.
- Close new business consistently at or above quota level.
- Become an expert in inbound sales.
- Attend meetings/teleconference calls with prospective customers.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory/market analyses.
- Bring your thinking, strategies, and ideas to advance our company's values, unique culture, and vision for the future.

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What you'll bring to this role:

- A University degree in relevant fields (Economics, Marketing, etc.).
- Evidence that you are a Top Producer (as defined by production results that put you at the top 5% of your peers).
- 1-3+ years of selling (B2B) experience preferably in web technologies or innovative online product environment.
- Experience working with business owners, marketers, and executives.
- A sharp focus on your goals.
- Emotional intelligence.
- A powerful work ethic.
- Superior communications skills.
- Exceptional closing skills.
- Excellent client relationship skills with all levels of the organization.
- Strong interpersonal relationship-building skills.
- Excellent time management skills.
- Strong analytical skills with the ability to problem-solve well-judged decisions.
- Customer-centered approach.
- Tons of energy, passion, humor, compassion, and enthusiasm.
- Computer literacy (MS Office, Google Apps., project management tools, etc)
- Experience using a broad range of social media and the internet.
- Fluency in both Greek and English.
- Experience with a Learning Management System will be considered a strong advantage.
- Great comfort with using MacOS, Apple hardware, and software will be considered an advantage.
- Experience in a startup environment, if possible.

Excellent writing skills in Greek (appropriate voice, word choice, sentence fluency, knowledge of grammar, and spelling) are essential in this role. We are unable to consider applications that fail to demonstrate a high level of written communication.

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Why Choose Solutions 2Grow:

- Attractive Remuneration Package.
- Flex work arrangements.
- Outstanding individual training ("Digital B2B sales representative", "Social media", etc) for personal and professional development.
- Remote working via high-end digital tools.
- An opportunity to deal with large-scale projects and grow within a promising start-up company.