



## Eight Eleven Group Sales Executive

Starting in 2000, Eight Eleven Group committed to growing 100% organically, promoting solely from within, while always keeping culture and growth opportunities at the forefront of the business model. What began as a two-person Indianapolis start-up, has rapidly expanded to become a market-leading organization within one of the fastest growing industries today: *Staffing and Recruiting*. We take a relationship-based, experience-driven approach with our Fortune 1000 clients to help them solve their workforce challenges. We are not just in the business of recruiting and hiring - we are in the business of making a meaningful and authentic impact both internally with our employees and externally with our clients and consultants.

### RESPONSIBILITIES

As an Eight Eleven Group Sales Executive, you will be in an outside sales role, taking a relationship-driven, client-focused, consultative approach. Your goal is to spend 75% of your time in front of hiring managers, building partnerships, and taking time to understand how you can add value to the organization's hiring process. We use a solution-based selling approach, which includes a Relationship Lifecycle methodology, and quantitative activity-based goals. Here's what you will do:

- Strategically identify new business in an account territory
- Build and sustain long-lasting relationships with new and existing clients within your assigned sales territory through on-site client meetings, presentations and out of office events and activities
- Qualify and consult clients on hiring processes, create solutions to help drive change within their organization, and deliver talent solutions through a dedicated internal delivery team
- Act as a client advocate with a focus on improving the experience of our targeted accounts
- Strategically negotiate with potential and existing clients to close sales
- Continue to meet and exceed target sales goals
- Set personal and team goals through frequent goals sessions with your manager and sales support team

### BENEFITS & PERKS

- Base salary + uncapped commission structure
- Monthly phone and car allowance
- 401K match program
- Full slate of benefits, including health, dental, vision plans, and HSA
- Eight Eleven's BeGiving Program: 1 PTO day per quarter for service work/volunteering
- Access to Eight Eleven University: Internal personal & professional development program
- All-expenses-paid Reward Trip each year for top producers and a guest
- Top-notch training programs at every step in your career
- Access to a personal financial concierge
- Genuine, passionate, family-oriented culture

### WHAT YOU WILL NEED TO SUCCEED

- Competitive, motivated spirit and desire to succeed
- Outstanding communication skills and innate ability to connect with people
- Entrepreneurial spirit with the desire to learn and grow
- Results-driven and forward-thinking
- Thrives in a fast-paced, collaborative, and positive work environment
- Bachelor's Degree

### EEO STATEMENT

Eight Eleven Group provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, national origin, age, sex, citizenship, disability, genetic information, gender, sexual orientation, gender identity, marital status, amnesty or status as a covered veteran in accordance with applicable federal, state, and local laws.

