

Business Growth Specialist

The Big Picture

Do you enjoy connecting with interesting companies and the leaders with teams to increase sales? Do you enjoy building new relationships and nurturing existing ones? Are you a highly-organized individual and love to be part of a dynamic team? Do you love challenging yourself to take on enterprise accounts? Have you developed the skills to manage multiple clients to ensure you can still deliver on last minute surprises? Do you close sales on a regular basis?

We are looking for the unique blend of a Business Growth Specialist to source and develop business solutions who can also potentially **facilitate** award-winning learning programs. This role is ideal for a sole proprietor learning and development consultant looking to join a FABULOUS team! This opportunity will enable you to connect with clients, propose and close new program streams, engagement programs and speaking opportunities. This role provides you the opportunity to generate prospects of large enterprise accounts and develop lasting relationships for on-going learning and development.

How We Work

We work together. We collaborate and innovate. We find better ways to achieve results. We avoid reasons – nothing amazing was created from reasons. We ask questions like, “How could we...?” or “Where else has this been solved before?” or “what would it take to...?”. We move quickly. We are fast implementers – and we love to see results when our ideas come to life. We support and promote balance in our lives. We laugh, a lot.

You Report To

Tom Lyons, Chief Growth Officer, Learn2

You'll Want to Be Good At

- Showing accountability and results by exceeding activity standards. You effectively plan, organize, develop, implement, and interpret what needs to be done. You own the outcomes

- Sharing information with others face to face, in writing, and electronically. Communication is key
- Speaking and presenting in public and in groups
- Identifying and acting on ways to make things better
- Using available information, solid judgment and instincts to create great relationships and outcomes
- Guiding others formally and informally by sharing information and feedback to ensure the right work gets done in priority order
- Be comfortable changing direction based on new information
- Solving problems by identifying issues and considering multiple stakeholder perspectives
- Managing your own performance by clarifying expectations, meeting standards, delegating, monitoring and updating performance outcomes, sharing feedback and having courageous conversations to improve outcomes
- Efficiently and effectively using limited resources of people, time and money
- Thinking strategically by considering corporate goals, stakeholder perspectives, and short and longer-term needs of clients
- Being comfortable in our world of automation and be willing to learn new tools. We use Infusionsoft, Slack, Dropbox, PandaDoc

Career Path Overview

The role of the Business Growth Specialist fits in both the Facilitator and Account Leader pathways. Activities and results align with the ability to become Certified to facilitate the award-winning Learn2 Save the Titanic and popular Naturally series. The Account Leader pathway focuses on leading client relationships and larger consulting approaches to transform client business goals. Progression is based on activity and results.

Role Responsibilities

- Solicit and maintain contact with current and prospective clients
- Track activity, prepare and maintain records for leads and account status using Infusionsoft. Update weekly sales pipeline and revenue forecast reports
- Handle entire sales process from proposal to close; reach or exceed sales quotas with the assistance of Senior Business Growth Specialists when needed
- Sell the organization's products and/or services to established customers or new prospects via the telephone or online
- Prepare proposal intake forms for the Administrative Leader to send to your leads
- Prepare/present presentations of solutions, Show & Tells, and Smart Buyers' Card
- Handle objections, negotiate to signed Agreement
- Conduct client contact plan - calls and quarterly/annual meeting
- Target opportunities for client business growth to achieve results
- Write/edit program pages, blogs, ebooks, emails, videos to create more opportunities in your area of expertise/strength
- Use client feedback to coordinate client follow-up/re-engagement campaigns

- Support marketing efforts and communication of various Learn2 programs and opportunities.
- Fosters positive communication with clients and partners of Learn2
- Stays current with Learn2's program offerings and understands Learn2's program benefits and values
- Compile prospect lists for new lead generation campaigns
- Participate in client meetings throughout the engagement process, including design and results meetings
- Contribute to a client-focused environment that encourages information sharing, team-based sales activity and a focus on new business, increased adoption and development

You'll Want to Have

- Experience in a busy team environment
- Degree in a related field – Learning & Development, Adult Education and / or Business
- Flexibility, a positive attitude, and the willingness to learn new approaches
- Excellent interpersonal communications - especially listening and asking questions
- Reliability, curiosity, passion, confidence, tenaciousness
- Previous sales and/or account management experience an asset
- Multi-lingual an asset (French and Spanish ideally)

Where We Work

We work in Etobicoke. Our office at 2970 Lake Shore Blvd West. Located on the Lakeshore streetcar line and a bus ride from the Islington TTC station and a bus ride from the Mimico Go Station or streetcar ride from the Long Branch Go Station.

The opportunity to work remotely becomes possible based on activity and results.

Hours + Compensation

This is a full-time (40 hrs/week) position beginning July/August, 2018.

Compensation is a blend of base salary plus activity and results bonuses.

Application Instructions

Please submit the following in an email to Amy@Learn2.com

- A cover letter that addresses your WHY – why are you applying?
- Resume (traditional, video resume, infographic/design resume, etc.)

*Please note, if you are attaching documents in your email to label them with your full name, position you are applying for and the date written as YYYYMMDD

We will receive numerous applications, so we encourage you to **stand out** and show us your creative side. Although you may have worked hard on your LinkedIn account, sending us your LinkedIn profile only is not enough for us to have a great conversation.

Screening of applications begins on July 16, 2018 and applications will be accepted until the position is filled. Learn2 conducts pre-employment screening of all candidates.

Learn2 provides equal employment opportunity and to achieving an inclusive, diverse workplace that values each individual.

About Learn2

Learn2 changes the way the world works. We support client transformations and help leaders engage their teams to achieve amazing business results. We support leaders + teams and learning and development professionals around the world to deliver a transformation through learning. Our primary approach is through our award-winning learning experiences where leaders and teams generate ideas, those ideas get implemented and the impact is measured.