

Regional Sales Representative Manager

Posting Code: DC128

Overview

aERle (all ERI entities: ERI, BTA and PAQ) have never had sales representatives (until now). The adding of a "sales function" is due to the breadth of services and products developed or in development: 1) compensation and work measure research projects related to ERI's Assessor Series® and PAQ's eDOT Skills Project, 2) the expansion of the ERI Salary Surveys, ALAS, and Distance Learning Centers' portfolios, 3) tens of thousands of hours awaiting the analysis of leased datasets from job boards like CareerBuilder (35% of all online job postings), the IRS (all Form 990 filings since 1992), leased Guidestar data, and jobs posted via the cybernetic use of PAQ's eDOT® (1,000 new jobs await inclusion in ERI's Occupational Assessor), and 4) the introduction of PAQ's construct and content valid online salary planning and 5) talent management systems. We have also: 6) replied to a recent US Government RFI that if the subscription is won, would require many of the jobs below filled by mid-year 2008. **If you are interested in interesting work** and have a background in developing sales leads, please take the time to some time to review this job opening posting.

Marketing & Sales

Position Title:

Regional Sales Representative Manager

Reporting to:

VP Marketing & Sales

Incumbent

Open

Location:

Washington, DC

Primary Job Duty:

- Develop sales leads for posting to an online sales system, coordinating with Regional Sales Managers overseeing Business Development Executives, following up on leads and downloads regarding: Assessor Series subscriptions, Salary Planning services, and Talent Management services.

Other Job Duties:

- Develops and implements strategies to capture and expand sales leads both within the US and focused ERI Assessor Series areas
- Directs and coordinates activities of sales representatives staffed in either contracted locations and/or Vancouver WA
- Provides a set quota of leads for Business Development Executives
- Maintains the aERle list of potential subscribers, including audit responsibility of online sales system, overseeing and assuring quality control of that database
- Writes proposals and plans, reporting to VP

Other Responsibilities:

- Prepares marketing/sales/call/description progress report spreadsheets.

Qualifications:

- Strong time, staff, and client management skills
- Excellent interpersonal and communications skills
- Superior organizational skills, attention to detail and ability to prioritize and manage multiple tasks
- Strong technical skills, proficient in Word and Excel
- Ability to research/prioritize/multi-task/problem-solve.
- Detail oriented with a focus on accuracy.
- Enthusiastic team player, but also capable of working independently.
- College degree required. Master degree preferred.
- Minimum 2 years experience in Sales Management.
- Experience in Human Resource/Compensation related organizations highly preferred.
- Excellent communications skills needed.

Site/Time:

- ❑ Monday through Friday in aERle WDC office – 3:00 AM to 6:00 PM (PST), flexible hours within this timespan

Compensation:

- ❑ Competitive salary with health, life, dental, vision, disability benefits, and a 401(k) plan.

Contact:

- ❑ Email your resume to jobs@erieri.com - fax: 800-753-4415 - mail to ERI, 8575 – 164th Avenue NE, Redmond, WA 98052 USA