



## **Interactive Enrollment Solutions Account Manager**

Hobsons, a trailblazing education, technology, and recruitment services company, is looking for a talented, high-energy candidate interested in a career as an Interactive Enrollment Solutions Account Manager. Hobsons offers all of the benefits of a multinational corporation with the values and spirit of an entrepreneurial company. The Hobsons culture encourages creativity and innovation within the sales team. With nearly 3 million copies of more than 100 publications distributed annually, Hobsons is the single largest provider of worldwide education and corporate recruitment information and technology.

### **IES Account Manager**

Maintains responsibility for selling EMT products to prospective clients and provides EMT product training to clients.

### **Essential Functions/Responsibilities:**

- Conducts sales calls and explains benefits and features of EMT products to prospective clients. Negotiates and closes contracts.
- Provides EMT product demonstrations for prospective clients.
- Conveys information regarding prospective clients' needs that are not met by current products to appropriate staff.
- Provides EMT product training and product support for clients. Requests feedback from clients regarding EMT products. Submits requests for product modifications and revisions to appropriate staff.
- Develops and manages renewal accounts with existing clients.
- Maintains thorough documentation of sales activity and documents information obtained during sales calls and presentations, product demonstrations, and training sessions.

### **Minimum Qualifications:**

- Bachelor's degree.

- Two years of sales experience.
- Ability to document identity and employment eligibility within three (3) days of original appointment as a condition of employment in compliance with Immigration Reform and Control Act requirements.

We are a hard-working, fun-loving office, and we're looking for the right fit—someone with great communication skills and a solid work ethic who picks up quickly on new technologies.

Hobsons offers a competitive base salary and performance-based compensation plan, along with an excellent benefits package including:

- Health Insurance
- Life and Disability Insurance
- Dental Plan
- 401K Plan
- Section 125/Flexible Spending Accounts
- Generous Holiday and Vacation Schedule

Please submit résumés to:  
Hobsons – Attention Human Resources  
50 E-Business Way, Suite 300  
Cincinnati, OH 45241  
Fax: 513-891-6222  
E-mail: [Human\\_Resources@hobsons-us.com](mailto:Human_Resources@hobsons-us.com)

To learn more about Hobsons, please visit our corporate Web site at [www.hobsons.com](http://www.hobsons.com) - online recruitment brochure available.

Product-related sites:  
[www.CollegeView.com](http://www.CollegeView.com)  
[www.USeduguides.com](http://www.USeduguides.com)  
[www.emt.hobsons.com](http://www.emt.hobsons.com)

*EOE. We recognize and appreciate the benefits of diversity in the workplace. People who share this belief or reflect a diverse background are encouraged to apply.*