



## **Sales Account Executive for Higher Education**

Hobsons, a trailblazing education, technology, and recruitment services company, is looking for a talented, high-energy, solutions-oriented Sales Account Executive who understands the college admissions and recruiting market. This individual will call on and sell our technology solutions directly to deans, vice presidents and other administrators at an installed base of more than 300 universities nationwide. 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. 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. This position will be based in our Fairfax, Virginia, office.

Our technology solutions have had a dramatic impact on the way our customers recruit, admit, and enroll students. Be part of a team that works with more than 300 of the nation's top institutions, including seven of the eight Ivy League schools, six of the Big Ten institutions, and four of the top five MBA programs in the country.

### **The Sales Account Executive position requires:**

- Lead sourcing, pitching, demonstrating, negotiating, and closing new business
- Excellent phone selling skills, with some travel required as needed
- Demonstrated success in phone qualification and online presentations
- A demonstrated track record of meeting and exceeding sales quotas

### **Qualified candidates must offer:**

- Three–five years' solution-selling in a competitive market with a three- to six-month sales cycle

- Experience with complex sales processes
- Proven track record prospecting and closing deals
- Ability to communicate complex ideas effectively
- Excellent written and verbal communication skills an absolute must
- Ability to thrive in an independent setting, and as a member of a team, as needed
- Higher education experience very desirable

Hobsons offers a competitive base salary, 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\\_Resouces@hobsons-us.com](mailto:Human_Resouces@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.emt.hobsons.com](http://www.emt.hobsons.com)  
[www.ayrecruiting.com](http://www.ayrecruiting.com)  
[www.CollegeView.com](http://www.CollegeView.com)  
[www.USeduquides.com](http://www.USeduquides.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.*