



Sales Account Manager

Hobsons, a trailblazing education, technology, and recruitment services company, is looking for a talented, high-energy candidate interested in developing a sales career. 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.

Sales Account Manager

The Account Manager will be tasked with selling advertising and/or technology solutions on established products within a designated territory. Responsibilities will primarily include lead sourcing, pitching, demonstrating, negotiating, and closing new business opportunities, as well as handling and developing renewal accounts with existing clients.

- Depending on the position, candidates may well be required to travel up to 40 percent of the time.
- Consequently, a minimum of 2–5 years' experience in sales as well as flexibility to travel on a consistent basis would be appreciated.
- Applicants must have a minimum of a 4-year degree. Knowledge of the education market and comfort with the Internet are beneficial.
- Hobsons requires that candidates possess excellent phone skills.
- The ability to give compelling presentations and the tenacity to reach decision makers are required.
- The sales position requires a willingness to work in a team environment and the discipline to achieve sales targets.

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

Email: Human_Resources@hobsons-us.com

To learn more about Hobsons, please visit our corporate Web site at www.hobsons.com - online recruitment brochure available.

Product-related sites:
www.CollegeView.com
www.USeduguides.com
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.