

# Business Development Representative

West Coast USA



## Consulting Sales Opportunity

### Job requirements and details:

- Minimum of 3-5 years' experience in consultative sales in the Learning & Development field; custom/tailored Leadership Development solution sales or HR/Talent Consulting sales experience preferred
- Must currently reside in CA with existing F1000 client relationships on the West Coast
- Based in Impact's Los Angeles office or work from home office
- Strong hunter and prospector – new business development focus
- Partner with Sr. Consultants/Solution Architects in team selling approach
- Attractive base salary + uncapped commission; bonus eligible dependent upon company performance
- 25 vacation days annually + national holidays; 3 days annually for Corporate Social Responsibility work
- Reports to SVP-Global Client Services

**Impact is a 2018 Top 20 Leadership Training Company (Training Industry)**

