Ascend Learning: Sales Partner Support Specialist

As the nation’s preeminent e-learning provider, ATI Nursing Education offers programs that are instrumental in improving faculty, student and program outcomes in nursing schools across the country. With ATI’s help, nursing students achieve great results in NCLEX test preparation. The pass rates with ATI are closer to 100% than with any other education system. ATI is recognized as offering the best customer service in the industry. It’s no surprise that we’re the first choice for more nurse educators, universities and colleges nationwide.

ATI is currently hiring a Partner Support Specialist to join their dynamic sales team. This is a remote position living in the Salt Lake City, Utah area.

Responsibilities to include:
- Working in a sales capacity to ensure service coverage, always keeping abreast of current market conditions in the nursing education field.
- Responsible for accurately representing all ATI nursing products, product updates, service offerings and new technologies.
- Provide information and/or follow up on customer needs as requested.
- Particular emphasis is placed on the Partner Support Specialist’s ability to build and maintain strong, high quality relationships with customers simultaneous to increasing the size of the account base and sales volumes. This should be done by working with customers via telephone conversations, email and/or in person by traveling as frequently as necessary within the territory to meet and surpass sales goals for the region.

Education and Experience:
- Bachelor’s degree in Business, Marketing, Education or related field
- 2+ years of consultative selling experience is preferred

Skills and Abilities:
- Strong preference for candidates who have been accountable for motivating and energizing audiences to embrace the need for assessment driven performance
- Experience having adapted personal communication and work styles with geographical attitudinal differences
- Success forming multiple customer relationships which have resulted in long-term relationships
- Past success where it was consistently required to present one-on-one, to large, and small group audiences providing information/instruction but in an energizing and persuasive manner
- Participates in territory Management.
- Ability to manage multiple projects and resources simultaneously
- Strong business acumen
- Proficient with Microsoft Applications
- Strong relationship building skills
- Ability to travel 60% of the time to customer meetings, corporate training’s, and conferences
- Candidates for the Partner Support Specialist position are required to have a valid driver’s license and be able to maintain business expense submissions for reimbursement

Ascend Learning, LLC is proud to be an equal opportunity employer (M/F/Vets/Disabled). No agency or search firm submissions will be accepted. Applications for U.S. based positions with Ascend Learning, LLC must be legally authorized to work in the United States and verification of employment eligibility will be required at the time of hire.

Please apply directly to our website at:  http://bit.ly/2bmye0B