



**Job Title:** B2B Sales Representative – Corporate Training Solutions

**Location:** swiss tower

**Job Type:** Full-time or part time ( to be discussed)

**Reports to:** CEO

### **Position Summary:**

We are looking for a motivated and results-driven **B2B Sales Representative** to join our team. In this role, you will be responsible for identifying, developing, and closing sales opportunities with corporate clients seeking training and development solutions for their employees.

### **Key Responsibilities:**

- Identify and target prospective corporate clients through cold calling, networking, LinkedIn outreach, and attending industry events.
- Understand client needs and propose tailored training solutions that align with their business goals.
- Prepare and deliver compelling sales presentations, proposals, and quotes.
- Develop and maintain long-term relationships with key decision-makers (HR managers, L&D officers, department heads, etc.).
- Negotiate contracts and close deals in alignment with company pricing strategies.
- Meet and exceed monthly and quarterly sales targets.
- Maintain accurate records of client interactions, sales activities, and pipeline.
- Collaborate with internal teams to ensure client satisfaction and program success.
- Stay informed about industry trends, competitor offerings, and learning & development innovations.

### **Requirements:**

- Proven experience in B2B sales, preferably in the education or training
- Excellent communication, negotiation, and interpersonal skills.
- Ability to consultatively sell solutions based on client needs.
- Strong business acumen and understanding of corporate training trends and challenges.
- Self-motivated, goal-oriented, and able to work independently.
- Bachelor's degree in Business, Marketing, or a related field preferred.

### **Preferred Qualifications:**

- Experience selling to HR, L&D, or C-level decision-makers.
- Familiarity with instructional design principles or e-learning platforms.
- Multilingual abilities ( Russian, English )

### **What We Offer:**

- Competitive base salary + commission structure
- Performance bonuses and incentives 5% per contract
- Flexible working environment
- Ongoing professional development opportunities

[www.swissacademy.net](http://www.swissacademy.net)

[admin@swissacademy.ae](mailto:admin@swissacademy.ae)

Tel : +971 54 755 1175