



Job Title: 'Top of the Funnel' TOFO Account Executive

Location: Fully Remote

About Change Enthusiasm Global:

At Change Enthusiasm Global, we are in the business of maximizing human growth potential through change. We believe that human potential lies at the intersection of change and emotion. This powerful philosophy guides our mission to enable our client's competitive growth by transforming change resistance into resilience. We are grateful to be pioneering the Change Growth™ space, compensating for where traditional Change Management is falling short in today's reality of change. With us, growing through change becomes not just an aspiration but a tangible reality. We are disrupting the Change Management industry with our unique Change Growth Accelerator™ approach enabling executives, leaders, and frontline workers alike with the mindset, skillset, and toolkit to grow through change. The candidate will join a fast-growing team currently comprised of both full-time and contracted talent carrying over 100 years of collective Change Management, Management Consulting, and Corporate L&D experience.

Purpose:

As a crucial member of our sales team at Change Enthusiasm Global, the TOFO Account Executive drives initial engagement and lead generation, setting the stage for successful client relationships and contributing to the company's growth in an ever changing world.

Key Responsibilities:

- **Lead Generation:** Identify and engage potential clients through strategic research and targeted outreach.
- **Communication:** Initiate conversations with senior decision-makers and buyers to introduce our approach to *Change Growth™* and generate interest in our Change Growth Accelerator™ programs.
- **Collaboration:** Work closely with the marketing team to design and execute effective lead generation campaigns.
- **Data Management:** Utilize CRM tools to meticulously track interactions and analyze data to refine engagement strategies that drive faster close rates.
- **Representation:** Act as our Change Enthusiasm Global brand ambassador at select conferences and speaking engagements, enhancing brand visibility and nurturing lasting relationships.

Skills and Qualifications:

- **Communication Skills:** Superior communication and interpersonal abilities, with the skill to engage and persuade senior executives and buyers.
- **Organizational Skills:** Robust organizational and multitasking skills, capable of managing several priorities in a high-energy, start-up environment.
- **Technological Proficiency:** High proficiency in CRM software and familiarity with modern digital sales tools.



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- **Analytical Skills:** Strong analytical skills, with an ability to parse complex data and extract actionable insights.
- **Adaptability:** A quick learner and adaptable professional who can absorb new information and adjust strategies in a dynamic market.

Preferred Experience:

- **Educational Background:** Bachelor's degree in Business Administration, Marketing, or a related field.
- **Professional Experience:** Minimum of 3 years in sales or business development, particularly in B2B environments and lead generation.
- **Industry Knowledge:** Experience in consulting, learning and development, technology, or a related sector.

Reporting: This role reports to the COO of Change Enthusiasm Global.

Compensation: This is a full-time, contracted position with an anticipated monthly compensation ranging from \$6,667 to \$8,333 (dependent upon candidate experience and qualifications). Expected 40 - 45 hr/wk commitment.

Why Join Us?

Change Enthusiasm Global offers a unique opportunity to be at the forefront of a pioneering field in Change Growth™, compensating where traditional change management is falling short in today's rapidly evolving world. You will contribute significantly by helping to bring our transformative, industry-disrupting learning experiences to a rapidly growing Global client base. With incredible opportunity for growth, a supportive culture, and the chance to work under visionary leadership, this role offers an exceptional career opportunity for a sales professional passionate about being part of a rapidly growing, industry-disrupting start-up while enabling executives to frontline workers alike to better navigate and grow through change.

Application Instructions

To apply, please submit your resume, cover letter, and any relevant certifications. In your cover letter, highlight your experience in sales and account management, your approach to creating client relationships, and why you are a good fit for Change Enthusiasm Global.

We are excited to review your application, potentially welcome you to progress through our hiring process and ultimately on to the team, where your work will directly contribute to transforming businesses and empowering individuals to excel through change.

To apply, please click '**Apply Now**' for the job posting on our website and email your resume, cover letter, and any relevant certifications to info@changeenthusiasmglobal.com carrying the subject line of "My Application – TOFO Account Executive."