



**Job Title:** Strategic 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 and Cultural Fit:**

We are seeking a highly empathetic and self-driven sales professional who thrives on self-development and personal growth and is passionate about transforming change resistance into resilience. As our Strategic Account Executive, you will be the linchpin in our mission to drive client success and business growth. You will leverage your sales expertise to close deals, generate significant revenue, and build lasting client relationships. Your ability to view each sale as an opportunity for clients to see a return on investment by growing through change, rather than a cost, will set you apart.

This role is designed for someone who is *enthusiastic* about making a meaningful impact, eager to grow alongside a team who is pioneering the *change growth* space, and ready to contribute to an organization that values servant, empathetic leadership while embracing your full, authentic self. If you are excited about the prospect of leading transformative sales initiatives in a dynamic and supportive environment, this is the perfect role for you.

**Key Responsibilities:**

- **Sales Strategy:** Collaborate with CEG's senior executives to develop and implement effective sales strategies to meet and exceed targets.
- **Revenue Generation:** Drive significant revenue growth by closing deals and achieving target sales goals.
- **Deal Closure:** Manage the entire sales cycle from initial contact to contract negotiation and closure, ensuring each sale is viewed as a return on investment for the client.
- **Client Engagement:** Develop and maintain strong relationships with potential and current clients, understanding their needs, and presenting curated learning experiences.
- **Lead Generation:** Identify and engage potential clients through strategic research and targeted outreach in partnership with marketing.



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- **Pipeline Management:** Utilize CRM tools to track interactions, manage the sales pipeline, and forecast sales performance.
- **Client Curation:** Curate a portfolio of high-value enterprise clients by understanding their business challenges and offering customized solutions.
- **Collaboration:** Work closely with the executive, client enablement, community and marketing teams to ensure alignment on Go-to-Market strategies and marketing outreach.
- **Brand Representation:** Represent Change Enthusiasm Global at client engagements, conferences, webinars, and other industry events to enhance brand visibility and foster and establish new client relationships.

### **Change Enthusiasm Global's Leadership C.H.A.N.G.E. Traits®:**

As a Strategic Account Executive, you will exemplify our core leadership C.H.A.N.G.E. Traits®. These traits are essential for driving client success, fostering team collaboration, and navigating the dynamic landscape of change management. You must be a self-starter and an independent leader who thrives within a start-up framework, ready to hunt for leads and seize new opportunities without relying on provided leads.

- **Communicative:** You will use your leadership language to inform, engage, and inspire during high-stress times of dynamic change. Your words and style will be crucial in building trust and motivating clients and teams.
- **Hungry (Self-Development):** You will constantly seek self-improvement and balance, managing shifting priorities while maintaining clarity and consistency. Your passion for self-development will fuel your ability to inspire and motivate clients and colleagues.
- **Authentic:** Bringing your true self to the role, you will leverage your unique background, perspective, and energy to drive business success. Your authenticity will help build genuine connections with clients and foster a trusting environment.
- **Not-Rigid (Agile):** Staying flexible and adaptable to shifting priorities, new insights, and unexpected challenges is a must. Your agility will enable you to navigate complex sales situations and capitalize on emerging opportunities.
- **Grateful:** You will show appreciation for the unique value that each team member and client brings, keeping them engaged and inspired. Your gratitude will foster a positive and collaborative atmosphere.
- **Empathetic:** Leading with empathy, you will listen to understand and value others, which is crucial for effective change leadership. Your empathetic approach will help clients feel heard and valued, enhancing their overall experience.

### **Skills and Qualifications:**

- **Sales Acumen:** Proven track record of successfully closing deals and meeting sales targets.
- **Communication Skills:** Exceptional communication and interpersonal abilities, with the skill to engage and persuade senior executives and decision-makers.
- **Organizational Skills:** Strong organizational and multitasking skills, capable of managing multiple priorities in a fast-paced environment.
- **Technological Proficiency:** Proficiency in CRM software and familiarity with modern digital sales tools.



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- **Analytical Skills:** Ability to analyze complex data, identify trends, and develop actionable insights to drive sales strategies.
- **Adaptability:** 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 closing deals.
- **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 a competitive total compensation, commensurate with experience and qualifications ranging from a base salary of \$90,000 to \$110,000, plus uncapped commission potential based on a 60:40 split of On Target Commission (OTC) structure (dependent upon candidate experience and qualifications). This means 60% of your compensation will be a base salary, and 40% will be commission-based, contingent on achieving aggressive sales targets. 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 click '[Apply Now](#)' for the job posting on our website and enter all requested information. In addition to this online application, please email your cover letter and any relevant certifications to [info@changeenthusiasmglobal.com](mailto:info@changeenthusiasmglobal.com) carrying the subject line of "My Application – Strategic Account Executive."

In your cover letter, please 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.