

Role: *EAP Sales Executive*

We are looking for a talented and hungry sales professional to join our industry-leading business development team. In this role, you will sell innovative and impactful organizational solutions and Employee Assistance Programs (EAP) that help clients take care of their employee's well-being. As a Sales Executive, you will report directly to the Vice President of Business Development and are expected to actively engage with our marketing and sales teams.

In this role, you will build your own book of business by targeting and engaging HR professionals, benefit brokers, consultants, and other appropriate channels across the US. As one of our Sales Executives, you will be expected to identify, cultivate, and maintain industry and channel relationships to drive new business opportunities.

In this role, a successful hire will:

- Meet or exceed annual new business sales targets.
- Identify and pursue new sales opportunities through a variety of prospecting methods, including but not limited to the identification/development/nurturing of sales channels, utilization of various online resources and cold calling.
- Consistently meet monthly activity and outcome goals.
- Respond to customer, broker, prospect and internal inquiries in a timely manner.
- Create and deliver well-written proposals, effective presentations, detailed quotes, and collaborate with the marketing team on the development of sales collateral.
- Perform other related duties as assigned or needed.

Qualifications

- Proven record of closing sales
- Knack for uncovering new opportunities and sales channels
- HR, EAP, mental health, benefits brokerage or consulting industry experience preferred
- Impactful, innovative business development skills plus the ability to listen and position solutions effectively
- Motivated to work independently to drive leads into and through the sales funnel
- Ability to work collaboratively with operations, clinical, marketing and leadership teams
- Attention to detail with solid technical skills to consistently track sales activity in CRM

Compensation: Full Commission with draw (based on experience)

Location: This position is 100% remote from anywhere in the US and travel will only be required if/as needed for sales presentations or all-company events.

About the Company

Perspectives was founded on a simple idea: Empower people to achieve well-being. Since launching our counseling and psychotherapy practice in 1981, we have believed access to mental healthcare is a key ingredient in well-being. Through our work, we realized that if we wanted to have a greater impact, we needed to provide resources to address the stressors that impact mental health like work, finances, family and beyond.

We expanded into the workplace as an Employee Assistance Program (EAP) provider offering access to work/life resources, as well as counseling. In doing so, we observed that many of the issues that organizations and teams experienced revolved around interpersonal, relationships, leadership effectiveness, team development and workplace culture. This inspired us to build out our organizational consulting offering.

40 years later, we have a counseling and psychotherapy practice, a robust EAP offering and an organizational consulting group.

As we continue to grow, there is one question we are always asking ourselves. How are we empowering people, teams and organizations to achieve well-being?

Applying

To apply, please send your resume along with a cover letter to Jonathan Eisler, Vice President of Business Development, at Jeisler@Perspectivesltd.com