



We are Recruiting! – Client Sales & Account Manager

The Company

GOLD Learning has been providing online continuing education to health care professionals working in the field of Maternal Child Health for 15 years. GOLD's annual conferences attract thousands of delegates from all around the world. We offer accredited online continuing education to health care professionals working in the Neonatal, Midwifery, Lactation, and related fields of practice. Please visit www.GOLDLearning.com for more information.

GOLD is a subsidiary company of International Conference Services Ltd. A highly respected player at an international level, International Conference Services Ltd. (ICS), is a Professional Conference Organizer in business for over 45 years that works with national and international associations and organizations to host conferences, events & tradeshow. Our work is very purposeful - we are "connecting people to facilitate change in the world." Please visit www.icsevents.com for more information.

GOLD Learning's Vision: We envision a bright future where the global standard of healthcare is continually elevated through access to the latest evidence-based online education.

Remote-First Work Environment

GOLD employees work in a remote-first work environment. Our employees truly enjoy the flexibility that remote work brings, and we work hard as a company to stay connected through weekly all-hands meetings and annual in-person get-togethers. Remote work is an important part of our business strategy and will not change post-COVID.

The Culture

We are a diverse international team, and we leverage the strengths that our diversity brings. Everything at GOLD and ICS is accomplished through the unit of "team" and teamwork is incredibly important to us - trust, support, and empowerment of other team members are defining aspects of our culture. We take pride in what we accomplish as a team, and we regularly celebrate each other as individuals and collectively. ICS is a great fit for people who thrive in a remote-first work environment, who are energized by a fast-pace of work and who would describe themselves as innovative, solution-oriented and able to think outside of the box.

Role Overview

- Are you a natural at making sales calls, engaging in conversations, and quickly building trusted relationships with prospects?
- Do you have strong organizational skills, are detail-oriented, and enjoy making processes more efficient while managing a growing team?
- Are you self-disciplined, energetic, and demonstrate a high level of productivity?

Reporting to the Managing Partner, the Client Sales & Account Manager position comes with an established client base, and consistent earning potential. In addition to this hire, we are actively recruiting two Sales Coordinators, who would assist and report to the Group Sales Manager.

Key Tasks & Duties

- Engaging with prospects to increase leads and drive sales
- Maintaining diligent follow-up with prospects to ensure the right people come through the sales funnel
- Organizing and responding to emails, tracking information via Google Sheets and our customer relations management tool, PipeDrive
- Maintaining regular and on-going communication with the Sales Coordinators and other colleagues on the status of goals
- Professionally represent GOLD Learning at all times

This is the role for you if you...

- Have an education in life sciences or women's health – Desired, but not required
- Have experience working in women's healthcare – Desired, but not required
- Enjoy sales and excel at opening and developing relationships with warm prospects
- Communicate succinctly and effectively, both verbally and in writing
- Love making calls and have mastered the game of follow-up
- Enjoy research and data mining for analysis and prospecting
- Value education and supporting healthcare professionals
- Have a background in B2B, or B2C sales (preferred healthcare administration or healthcare sales)
- Are positive, personable, and lovingly persistent in your approach
- Have the ability to produce results independently while promoting a positive team environment
- Care for others and take pride in assisting the sales team to set them up for success
- Use your intuition as well as data when problem-solving and offering insight to improve systems
- Value diversity, equity, and inclusion
- Are passionate and comfortable working for an organization focused on women's health and anatomy

You must also be familiar and have worked with the following tools:

- Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)
- Willingness to learn new software systems as required

The Benefits of Working at GOLD / ICS

- Our employees work remotely on a permanent basis.
- As an employee you are provided all hardware including company laptop, monitor, headset, mouse, keyboard, and internet-based phone
- In addition to salary, we offer a monthly work from home allowance to help cover the cost of your home internet and home office expenses
- In addition to vacation time, employees receive a paid day off on their birthday each year
- An excellent benefits package including Extended Health Coverage, Dental and access to our EFP is provided after 3 months

- Fun in-person employee get togethers each year
- ICS prides itself in providing career development opportunities

What's next?

Please send your resume and cover letter to careers@icsevents.com