

job posting

culture development sales leader

company overview

At Engage Mentoring, our mission is to help organizations grow inclusive cultures of diverse talent by leveraging technology that provide access to meaningful relationships.

We are passionate about mentoring.

position summary

The Culture Development Sales Leader is an exempt, full-time position responsible for sales for the Engage Mentoring program to companies. Working directly with our channel partners, this Sales Leader will sell the Engage Mentoring program to Senior HR Leaders, C-Level Executives, and Diversity Program Managers.

who's is a good fit?

1. An entrepreneurial spirit.
2. Results-orientation and a sales DNA.
3. Passionate about mentoring.
4. Strong executive presence and the ability to communicate well with C-Level executives.
5. Current or prior successful B2B sales experience.
6. Excellent verbal and written communication skills, including presentation skills.
7. Ability to travel if needed.

what you'll accomplish

1. Establishing and cultivating a network of referral partners to aid in warm referrals into companies.
2. Selling our program to companies to aid in their efforts at attracting, developing, and retaining talent as part of their employee benefits offerings or to aid in their diversity and inclusion efforts.
3. Building a book of business and working with the client success team to continue to grow and expand programming within the companies you sell to.



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