

## **Are You Ready to Elevate Your Sales Career?**

At LANTEC Corporate Training Center, we don't just sell training solutions—we transform the way companies and government agencies empower their teams. We're looking for a driven and experienced **Outside B2B Account Executive** to join our team and help us provide superior client service and expand our footprint around the state. If you're a proven sales professional looking for your next big challenge, this is your chance to make an impact.

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## **Why Join Us?**

- **Be a Game-Changer:** Partner with industry leaders to deliver cutting-edge training programs that drive real results.
  - **Growth Opportunities:** Thrive in a fast-paced, supportive environment that rewards your success with uncapped commission potential.
  - **Meaningful Work:** Help organizations enhance productivity, teamwork, and leadership with solutions that make a difference.
  - **Work-Life Balance:** Enjoy perks like a week off between Christmas and New Year's, paid holidays, paid day off for your birthday, and generous PTO.
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## **What You'll Do:**

- Proactively engage with current and prospective clients through strategic outreach, including cold calls, emails, and face-to-face meetings.
  - Craft compelling proposals and presentations tailored to client needs, delivering value-driven solutions.
  - Build and manage a robust pipeline using CRM tools (ACT! experience is a plus).
  - Collaborate with our dynamic team to achieve and exceed revenue targets.
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## **What We're Looking For:**

- **Proven B2B Success:** At least 3+ years of direct sales experience, preferably in technology or professional training.
  - **Relationship Builder:** A natural connector with a talent for building trust and long-term client partnerships.
  - **Resilient and Driven:** A self-starter with a strong work ethic and the ability to thrive in a quota-driven environment.
  - **Effective Communicator:** Exceptional verbal and written communication skills to influence decision-makers.
  - **Tech-Savvy:** Proficiency in Microsoft Office and CRM tools.
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## **The Details:**

- **Location:** Lafayette or New Orleans (Initial three-week training in Lafayette, Monday–Friday-PAID).
- **Compensation:** Base salary (\$45K–\$55K) + uncapped commissions and bonus opportunities.
- **Benefits:** Comprehensive package including medical, vision, dental, life insurance, retirement plan, paid time off, and more.

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If you're a high-performing sales professional ready to advance your career and make a meaningful impact, we want to hear from you. Join LANTEC and be part of a team where your drive and talent will be recognized and rewarded.