



**AchieveGlobal: Reach and experience that transforms customers strategy into success around the world.**

US based Multinational Company, with offices in 42 countries, AchieveGlobal is leader in helping organizations translate business strategies into business results by developing the skills and performance of their people.

Our behaviour change solutions focus on consulting services, leadership skills training, sales training & customer service skills courses. We offer a variety of approaches for a variety of needs. Much of our strength lies in the power of our customers, our people and our worldwide presence. We have more than 1.000 employees in offices throughout the world and have proven expertise in global implementations.

Our programs and services are available in more than 30 languages and dialects. We work with organizations in a wide range of industries – in both local and global projects – and serve more than 400 of the Fortune 500 companies.

[www.achievegloabl.it](http://www.achievegloabl.it) – [www.achievegloabl.com](http://www.achievegloabl.com)

**We are seeking an enthusiastic ACCOUNT EXECUTIVE to work in our Milan sales office joining a growing international team with entrepreneurial spirit**

**YOUR ROLE** – You will be in charge of introducing and selling the full scope of AchieveGlobal services and capabilities to new and existing customers, with a particular focus on new business development. You shall build strong long lasting relationship with customers, managing accounts both effectively and efficiently. In detail, your tasks will be to:

- Develop sale opportunities to support the business growth
- Be proactive in maximizing the impact of AchieveGlobal prospecting events and other marketing initiatives to build an opportunity pipeline
- Manage all project aspects (preparation of customer presentations, proposals, contracts and other sales-related reports, trainers coordination and debrief, track revenue, billing)
- Work with internal AchieveGlobal resources (local or international, consultants or training designers) appropriately in the sales process to secure and expand and initiative
- Work with other team members, develop and (deliver) presentations to prospects or customers demonstrating the AchieveGlobal approach and the project outcomes
- Be responsible for the satisfaction and profitability of each client account through its life cycle

**YOUR PROFILE**

- You are 30-35 years old
- You have 4-8 years' experience in sales support or leading projects in service environment
- You have a degree in Business-related discipline
- You are based in the Milan area
- You have a 6 months experience living abroad both for job or education programs
- You are fluent in English and preferably in another language
- You are available to travel in Italy and sometimes abroad
- You are able to adjust readily to multiple demands and shifting priorities
- You have good communication and written skills, good listening capabilities and interpersonal approach
- You are self-driven and well organized
- You are perseverant and driven to succeed

We offer to all our people coaching programs to prepare them for the job. Conditions and career prospects, depending on your experience.

If you would like to be one of us, please send your resume at the e-mail address [gollin.c@milano.intersearch.it](mailto:gollin.c@milano.intersearch.it)