

## Manager of Live Training

### Overview:

Velociteach has an opening for a full-time **Manager of Live Training**. This position presents an ideal opportunity for a highly-motivated individual with sales and marketing abilities and a desire to learn, grow, and make an impact. This job blends business development with some business management responsibilities.

Velociteach is an award-winning company that provides training products and services in project management certification and best practices. Velociteach delivers innovative trainings that leads the project management industry. Our desire is to grow our market share in this space through strong sales and marketing blended with thought leadership.

### Responsibilities:

- Manage the financial results of this line of business
- Coordinate sales activities to win and register public and private class business
- Maintain a pipeline of existing and new customers
- Cultivate relationships with existing customers for ongoing support and follow-on sales
- Explore customer needs in depth
- Identify new opportunities for Velociteach in companies or industries we have not reached
- Discover opportunities, make proposals, deliver presentations, negotiate, and close new business
- Create and manage marketing promotions, campaigns, and communications of new products and offerings
- Assess market trends and demands to help shape topic selection for new content development
- Brainstorm and manage opportunities for trade shows and other sponsorships
- Coordinate the handoff from sales to operations to see that the training is carried out successfully
- Collaborate with our team to refine and maintain the Velociteach brand and marketing standards

### You Should Apply If:

- You believe developing relationships is the key to success
- You are proactive
- You are competitive and care more about results than effort
- You are passionate about the people, service, and company you will represent
- You are a self-starter who will take initiative and thrive with little supervision
- You have an interest and aptitude in marketing strategy and sales success
- You are an exceptional listener with high emotional intelligence that can easily relate to people
- You want to be part of a diverse, dynamic team
- You desire a career and not just a job

### You Should Not Apply If:

- You are unwilling to participate in a thorough series of interviews
- You do not work well in an open, collaborative environment
- You are unable to travel occasionally to call on existing or potential clients
- You fear rejection, or you avoid meeting new people
- You are unwilling to collaborate in a live, professional office environment
- You are not receptive to feedback or constructive criticism

### Summary:

This position offers an attractive compensation package, including salary, health insurance, matching 401K, and bonus opportunities. The individual in this role has the opportunity to build on a strong client base, while working with subject matter experts and a savvy design team. Velociteach combines intense energy and a casual environment with an opportunity to contribute to the overall success of the company.

Interested parties are invited to apply with resume to [careers@velociteach.com](mailto:careers@velociteach.com)