Sandler by BGW Growth is actively seeking a Sales Training and Consulting Associate to join our tight-knit group in Charlotte, NC.

About the Company:

Sandler by BGW Growth is a leader in corporate sales training and consulting services and is the longest-running Sandler training company in both Carolinas. We work alongside company presidents, CEOs, VPs of Sales, and other professionals who are dependent on building a client base to help them perfect their negotiating skills, hone their prospecting capabilities, and develop salespeople who drive revenue to the highest level. We are dedicated to ensuring our client companies achieve their sales goals and build cultures of excellence.

Job Description:

The ideal candidate will have a proven track record in sales, with experience in B2B sales and a passion for helping businesses succeed. Using Sandler principles and tools, the Sales Training and Consulting Associate will be responsible for acquiring new accounts and delivering professional coaching and unique sales management solutions to the challenges faced by today’s business owners. Sandler has been named the number one management training program in Entrepreneur Magazine for the last 7 years. Anyone joining our ranks must be willing to learn “the Sandler way.”

Responsibilities:

* Generate new business by identifying and pursuing qualified sales leads.
* Develop and maintain relationships with clients, ensuring their ongoing satisfaction with our services.
* Conduct training sessions and workshops using proven Sandler strategies.
* Provide consulting services to clients on sales strategy, processes, and techniques.
* Collaborate with Sandler by BGW Growth firm leadership to continuously improve our training programs and materials.
* Stay current on industry trends and best Sandler practices.

Qualifications:

* Minimum of 3 years of experience in B2B sales.
* Experience selling to C-suite or business owners.
* Strong communication and presentation skills.
* Proven ability to generate new business and develop strong client relationships.
* Passion for sales and helping businesses grow.
* Willingness to travel within the Charlotte region as needed.
* Previous Sandler Foundations and Sales Mastery training extremely valuable.

We offer a competitive salary, performance-based incentives, and a comprehensive benefits package.

If you are a driven sales professional passionate about helping businesses grow, we encourage you to apply.

Please submit your resume and cover letter to [bgwgs@sandler.com](mailto:bgwgs@sandler.com).