



ENTERPRISE SALES PROFESSIONAL

Interplay Learning provides a unique opportunity to work at the intersection of education technology, Virtual Reality, and enterprise software-- three dynamic sectors in technology. We are driven to use our leading Virtual Reality training technology to help the next generation of professionals and students build real skills for real jobs. We sell a cutting-edge product into "old-school" markets like HVAC, electrical, manufacturing, engine repair and the facility maintenance industry. High tech meets blue collar.

Interplay Learning is an 8-year-old software company with a fun culture and committed team. In March, we closed a Series A funding from top tier venture firms. This means we can present a rare combo: the stability of an 8-year-old company with the upside and excitement of a start-up. We seek a professional in the Austin, TX area for this hire. Big things are happening here and we're looking for more A-players to join our team. If you are interested in pursuing this opportunity, please apply by sending your resume to careers@interplaylearning.com.

WHY INTERPLAY LEARNING?

- We are uniquely positioned to make an incredible impact on the skilled trades industry. The skilled trades world is facing a critical skills gap leaving many businesses without the right talent to grow their business. Did you know that [60% of current skilled trades workers](#) will retire in the next 10 years? Our training allows businesses to fill open positions more quickly and more affordably.
- Interplay Learning was [named to the latest Inc. 5000 list](#), which ranks the top fastest-growing private companies in the United States. We've recorded more than 120% growth in a three year period to earn the spot.
- We were recognized by the [Bill & Melinda Gates Foundation for our contribution to accelerating education innovation](#). The \$100,000 prize was awarded for the exceptional work done by our developers on our proprietary Skillmill engine.
- We have secured partnerships with several of the largest OEM's in the world (equipment manufacturers) to develop custom solution training.
- [Virtual Reality is the next "Smartphone."](#) we believe that VR is poised to soon break through to the masses.

THE ROLE

We are looking for a hungry Enterprise Sales professional to drive our large account company sales efforts. This person will identify opportunities to increase sales and profitability, and has responsibilities directly related to making sales to include: prospecting for large sales opportunities, communicating with customers via phone, email, and online demos, meeting with customers at the customer's site, advising customers on the suitability of products and solutions based on their training needs, developing appropriate deal shape, preparing proposals, presentations, pricing and contracts, developing strategic plans related to the customer and the proposed solution. S/he will also work closely with the executive management team on advancing go-to-market strategy, major customer and partner initiatives and overall company strategy.

KEY SKILLS REQUIRED

- 5+ years of sales experience with a demonstrated track record of success in sales
- Proven ability to develop and initiate strategies for revenue
- Strong understanding of large account sales
- Build, maintain, and effectively manage a healthy sales pipeline
- Accurately forecast sales results
- Requisite skills with CRM tools
- Follow a structured sales methodology to meet/exceed sales quotas
- Understands the buyer's journey and how to advance sales cycle
- Understanding and/or experience using sales automation
- Derives energy from making a customer excited and closing a sales
- Brings energy to the office and enjoys life
- Great communication skills
- Exceptional references

WHAT DOES SUCCESS LOOK LIKE? Let's look at 1 year from now...

- You have built a truly impressive pipeline of Enterprise leads across several industrial industries.
- You've proven that your organizational skills are second to none as you've consistently utilized Hubspot to nurture, track and win deals. This has allowed you to be incredibly accurate in your sales forecasting.
- You have built a reputation of being an excellent and thoughtful communicator who is truly in this to help the client. Your unique ability to understand client needs and translate that into a solution oriented pitch has allowed you to not only win business but also develop Interplay Learning advocates among our customers.



- You've worked seamlessly with the entire sales and marketing organization to help drive strategic decisions.
- You've been able to grow as a sales professional by working directly with the marketing team to help create a strategic sales collateral library which has allowed you to most effectively drive leads through the pipeline.

PREFERRED EXPERIENCE

While not required, candidates with experience in the areas listed below will be viewed favorably:

- Experience selling into Electrical, Mechanical or Industrial verticals, including OEMs, Service contractors, Unions, Large Construction
- --Or--
- Experience selling edtech products into enterprises

READY TO APPLY?

- Submit resume detailing your experience
- Submit a cover letter explaining why you would be a great fit
- Send to: careers@interplaylearning.com