



## Mid-Market (Core) Connections Executive

**Title:** Mid-Market (Core) Connections Executive

**Reports to:** Head of Connections

**Department:** Connections (Sales)

**FLSA Status:** Exempt, Full-Time

**Location:** Texas (Remote)

**Compensation:** Base salary plus threshold based commission structure

### Company Description:

At Garten, we take happiness seriously. We are committed to a healthy employee experience and dedicated to a world-class team environment for both our ambassadors and our partners. We bring positive cultural change, built on healthy eating and mindfulness, into hundreds of companies across the country. Through our various programs, we are combating stress in the workplace which is the 5th leading cause of death in the USA.

### Job Description:

Our Sales team is called the Connections team because we are all about making impactful connections. Reporting to the Head of Connections, our Core Connections Executives are Garten's strongest ambassadors – driving our mission forward. The Core Connections Executive is responsible for identifying and prospecting strategic mid-market accounts through a targeted customer acquisition plan. The Core Connections Executive is a quota carrying sales executive who exhibits a high level of expertise in strategic account positioning. This position works in collaboration with organizational leaders on building profitable client relationships with the intent of spreading bliss and happiness through health and wellness.

The Core Connections Executive role is structured and driven by results. You will learn rapidly about how organizations are developed, how they grow and change with scale, what hurdles they must overcome, and how focusing on health, nutrition and wellness can shape and change people's lives. We're excited for scale – we want to bring bliss to as many people as we can and you will drive the execution of our offerings through the pipeline to launch!

### Responsibilities:

- Responsible for managing the entire customer sales cycle for accounts within defined territory
- Research, target, identify, and qualify prospective accounts that meet garten's ICP
- Responsible for development of market sales plans and execution
- Work cross functionally with Operations, Connections Development, Client Experience teams in building proposals that contribute to improved market performance
- Develop messaging and positioning based on account profile and industry to assist in the closing of business
- Be proficient in multi departmental and persona based selling strategies
- Maintain Salesforce data integrity by entering sales information accurately and consistently
- Be knowledgeable on trends within the health and wellness space
- Develop proposals based on client drivers and garten guidelines
- Use a Challenger based selling methodology



- Conduct sales presentations to customer and prospects at all levels and in a variety of departments
- Additional projects and responsibilities as assigned

### **About You:**

You are an energetic and ambitious sales professional who wants to make a difference and positively impact the growth trajectory of Garten because you are passionate about wellbeing. You want more and just meeting expectations is not what you strive for. You possess the following criteria:

- 3-5 years mid-market quota carrying experience
- 2+ years of proven strategic sales planning
- 2+ years experience using Salesforce.com or other CRM system
- Skilled at negotiating business terms with line-of-business, senior management and/or C-level executives
- 2+ years history of consistent quota over-achievement in highly competitive markets
- Proven track record of high achievement through sales growth
- Ability to remain positive and work in a challenging, fast-paced, and evolving startup work environment
- Excellent written and verbal communication skills
- High emotional intelligence and strong interpersonal skills
- Excellent organization and multitasking ability while working under pressure
- Healthy competitive spirit with a winning and team-player attitude
- Bachelor's degree strongly preferred
- Fluency in English required
- Open to feedback and always looking for ways to improve!

### **Physical Requirements:**

- This is a remote work/virtual role. Access to reliable high-speed internet & appropriate working space required
- Must be able to sit and stand for long periods of time while using a computer and/or smartphone
- Occasional travel to company and client sites may be required

### **About Us:**

Our mission is to empower people to live healthy and blissful lives. We bring delicious and nutritious food and wellness opportunities to where people spend a majority of their work life, whether in an office or at home. We seek out the healthiest and tastiest foods to ensure that our customers are happier, healthier and more productive.

Our cultural values are FORCE (family & fun, openness, respect & result, collaboration & curiosity, and empowerment & excellence). If you are passionate about your health, organic food, nutrition and wellness and are looking for a fast-paced, fun place to work with a vibrant culture, we want you to join our team!

### **Benefits Include:**

- Medical, Dental and Vision healthcare plans



- Short and long-term disability, life insurance
- Employee Assistance Program (EAP)
- 401(k) Plan
- Flexible work schedules and Paid Time Off
- Daily wellbeing breaks and Garten Time Friday's
- Meditation & personal wellbeing activities encouraged
- Occasional wellness events and learning opportunities

**If you'd like to apply, please send us your cover letter and resume to [recruiting@garten.co](mailto:recruiting@garten.co). If we think you may be a good fit we'll reach out to schedule an interview!**

*\*Garten is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, creed, color, religion, alienage or national origin, ancestry, citizenship status, age, disability or handicap, sex, marital status, veteran status, sexual orientation, arrest record, or any other characteristic protected by applicable federal, state or local laws. Our team is dedicated to this policy with respect to recruitment, hiring, placement, promotion, transfer, training, compensation, benefits, employee activities and general treatment during employment.*