



“Business Growth Expert”



U.S. Based - Distribution Partner

Contact:

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POSITION SPECIFICATION: U.S. Based - Distribution Partner

The Company	Z1CareerZone (www.z1careerzone.com), is a career coaching firm that works with individuals across the entire spectrum of their professional life: undergraduates, recent graduates as well as established professionals. We focus on helping our clients get the job they deserve while building an incredible career. Z1CareerZone is the sister company of Z1 Solutions, Inc., an executive search firm based out of Denver, CO. Z1 Solutions has been recognized as one of the top four executive search firms in the U.S. as voted by the National Association of Personnel Services (NAPS) at their annual convention in St. Louis, MO.
Our Offerings	Z1CareerZone has two offerings for their clients; our Premium Program and our On-Demand Program click here .
Location & Geographical Coverage	U.S. and based on your current location.
Experience	10+ years of work experience with one or more of the following roles: sales, sales management, business development, marketing, training & development
Required Skills	<ul style="list-style-type: none">• Sales and Marketing Skills – Tactical and strategic• Strong Presentation Skills• Established Network – Networking Skills• Training & Development - Mentoring / Teaching / Coaching• Strong Interpersonal Skills – Influencing, Inspiring and Networking Skills• Demonstrated Strong Communication Skills<ul style="list-style-type: none">○ Written○ Verbal○ Presentation• Learning Management Software and CRM software (Salesforce.com, Inc.)• Organizing, Planning and Time Management• Priority Setting and Timely Decision Making• Strong Leadership Skills• Approachability and Interpersonal Savvy• Self-starter and a high degree of Personal Accountability• Proficiency with Office 365®
Key Attributes	<ul style="list-style-type: none">• Driven and Competitive Spirit• Team player and positive attitude that is contagious• Outstanding networking abilities• Authentic, humble and empathetic• Creative and not afraid to try new ideas• Professional / Executive presence• High level of sales courage• Goal oriented

Education	<p>Required:</p> <ul style="list-style-type: none"> • 4-year undergraduate degree (BA or BS) <p>Preferred:</p> <ul style="list-style-type: none"> • Education concentration in one of the following disciplines: Business, Business Management, Marketing, Entrepreneurialism, Communications
Commitment	<ul style="list-style-type: none"> • Part time or full time – depending on personal needs and situation • Flexibility in hours worked and schedule – based on each distributor’s individual needs and situation • Time: Minimum of 16-hours per week. • Financial: \$2500 per year
Compensation	<ul style="list-style-type: none"> • Commission Based: Up to 50% commission rate • Estimated Annual Compensation: Range of \$50K - \$200K+
Scope of Responsibility	<p>The Z1CareerZone Distribution Partners will be primarily responsible for identifying and closing targeted accounts within their respective assigned territories. The main responsibilities are as follows:</p> <ul style="list-style-type: none"> • The closing of identified accounts by presenting and selling the Z1CareerZone value proposition • Business Development: Identify and secure Z1CZ branding and partnership opportunities • Active participation with Z1CareerZone webinars, conference calls and national local meetings • Become proficient in Z1CareerZone training curriculum and process
Market Opportunities	<ul style="list-style-type: none"> • Institutions serving alumni and alumni associations <ul style="list-style-type: none"> ○ Colleges and Universities ○ Greek Organizations ○ Private High Schools ○ Other • Corporations (offering outplacement services) • Companies offering training and development • Organizations assisting those re-entering work force <ul style="list-style-type: none"> ○ Military veterans: transitioning into civilian life ○ Stay at home Mom’s/Dad’s: transitioning back into work ○ Athletes: transitioning from sports to new careers ○ Professionals: currently unemployed • Additional opportunities <ul style="list-style-type: none"> ○ Churches ○ Non-profits (offering career assistance) ○ Other (i.e. Recruiting Firms, Career Coaching Org. etc.)