Practising Law Institute is seeking an Account Executive for its robust, Manhattan-based Sales team. PLI’s array of world-class legal education programs and services continues to grow, as does PLI’s client base of prestigious law firms and Fortune 500 companies. It is an exciting time to join our dynamic Sales team!

For over 80 years PLI has been the “gold standard” leader in continuing legal and professional business training education. With 250 employees in New York City and San Francisco, PLI holds over 400 live programs each year in state-of-the-art conference centers throughout the U.S. and abroad. Recent international seminar locations include London, Hong Kong and Brazil.

In addition to hosting innovative live programs, PLI streams webcasts and offers on-demand programs for thousands of participants each day. PLI publishes a range of legal Course Handbooks, has an award-winning eBook library, offers the nation’s leading preparation course for the Patent Office’s Registration Exam, and provides SEC compliance and accounting training through its SEC Institute. The organization also develops unique, inventive ways of learning through its Interactive Learning Center, and is deeply committed to the pro bono community, and public interest organizations.

Reporting to the Director of Sales, the Account Executive will be responsible for cultivating relationships with C-level executives, general counsels, attorneys and accounting professionals in order to present PLI products and services and increase transactional sales. In addition, the Account Executive is also encouraged to sell annual or multi-year subscriptions to law firms, corporations and government agencies, known as Privileged Membership.

Key responsibilities:

- Strengthening PLI’s relationship with current clients through a variety of consistent and proactive approaches (telephone calls, visits, email contact, etc.)
- Perform research on and learn about the wide array of PLI programs and services and program content in order to identify interest areas of prospective clients
- Educating current and prospective clients on PLI products and services, and demonstrating how they add value to the legal professional’s knowledge and performance
There are no supervisory responsibilities with this position.

Qualifications and Requirements:

- A Bachelor’s Degree in Business or related field. Academic background related to legal profession a plus.
- 2+ years’ sales experience in a business-to-business environment.
- Legal education sales experience preferred.
- Excellent interpersonal, organizational, communication and writing skills.
- Solid computer skills, including knowledge of Salesforce and Microsoft office suite.
- Must be self-motivated and proactive.
- Able to work effectively both independently and as part of a team.

For our Sales positions PLI offers a compensation package consisting of market-competitive base salary plus commission, and a variety of generous benefit plans, including medical, dental and vision for employees and their families, ample paid time off and holidays, summer Fridays, career development opportunities, and work-life balance initiatives. The PLI work environment is stimulating, collegial, and encouraging.

Qualified applicants please send your resume and cover letter, including salary expectations, to hr1@pli.edu. Indicate the job title “Account Executive” in the subject line. Only those applicants who meet our requirements for this position will be contacted.

Practising Law Institute is an equal opportunity employer. More information about PLI may be found on our website www.pli.edu.