Practising Law Institute

Senior Account Manager (Sales)

Practising Law Institute (“PLI”) is seeking a Senior Account Manager for its robust, Manhattan-based 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 Senior Account Manager will be responsible for reaching out to C-level executives, general counsel, attorneys, and finance/accounting professionals to present PLI products and services in order to increase enterprise sales. The Senior Account Manager is integral in business expansion and retention.

Key responsibilities include:

- Manage and grow business by targeting Fortune 2000 organizations and small to mid-size law firms
- Target new business, manage a book of business, and grow existing accounts
- Establish and maintain strong relationships with law firm and corporate partners
- Devise and discuss strategies for increased attendance to PLI programs
- Collaborate with sales team members to uncover new opportunities within existing accounts
- Forecast sales revenue on a monthly, quarterly, and annual basis

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.
- 3 years' sales experience in a business-to-business environment.
- Must be able to travel.
- Legal education sales experience preferred
- Must be deadline-driven, with excellent time management and organizational skills.
- Ability to juggle multiple projects at same time.
- Excellent interpersonal, 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 market-competitive base salary plus commission, and a generous benefits package, including medical, dental and vision plans 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 interesting, collegial, intelligent and encouraging.

Qualified applicants please send your resume and cover letter, including salary expectations, to hr1@pli.edu. Indicate the job title “Senior Account Manager” 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.