



## Business Success Coach

With almost 50 years of experience and over \$500 million in sales, Proforma is the North American leading provider of Technology and Business Success Resources to our Distributor Member Owners. Proforma has received numerous awards and is recognized as one of the top five largest companies in our industry. Proforma serves approximately 60,000 clients through more than 650 member offices across the globe, backed by more than 200 Team Members in the Proforma Worldwide Support Centers located in Cleveland, Ohio and Tampa, Florida. [www.Proforma.com](http://www.Proforma.com).

We are seeking a dynamic Business Success Coach to join the Proforma family. The position will be remote but candidates must reside in the southeast (Florida, Georgia ideal) to be considered. The ideal candidate will have a proven track record of providing general business development, sales leadership and coaching, ideally to distributors or a sales team within the print and/or promotional products industry.

The highly visible Success Coaching team is the primary point of contact for our member owners. Through collaboration with other Success Coaches, as well as all departments across the organization, the Success Coach will help ensure member owner success and satisfaction.

Responsibilities will include:

- 70% working with Franchise Owners and Customers through one-on-one coaching.
- Providing group and individualized coaching and leadership training for our new and experienced franchise owners.
- Providing continual reinforcement of our training and development initiatives to ensure dynamic and profitable growth.
- Assisting owners in developing and implementing individual sales plans and securing resources to grow sales and profits.
- Departmental/company reporting.
- Development of departmental initiatives and programs.
- Conducting instructor-led educational workshops, presentations and site visits.
- 35-50% travel (this will be dependent upon current travel restrictions)

Qualifications:

- Bachelor's Degree required.
- Sales coaching experience required.
- Candidates must have previous sales management experience with demonstrable sales in B2B selling, inside sales and customer service.
- Demonstrated relationship building, problem-solving, conflict resolution abilities and multi-tasking.
- Previous industry experience in printing, business forms, advertising, marketing, documents, or promotional products is preferred.
- Previous team management, coaching experience, former small business ownership or consulting is desirable.
- Strong skills utilizing excel for data analysis.
- PPAI CAS Certification preferred



Computer Requirements: Proficiency on the computer and the ability to use electronic communications, such as webinars and conferencing.

Candidates from underrepresented communities (e.g., people of color, LGBTQ, differently abled, veterans, etc.) are encouraged to apply!