HMI Performance Incentives is a leading full-service performance improvement company located in Metro Boston directly off 95. For 35 years, HMI has focused on overcoming business challenges by executing channel loyalty, sales incentives, employee engagement, and group travel strategies. Founded in 1980, HMI continues to expand its global presence, offering tactical performance incentive solutions in over 80 countries worldwide.

HMI Performance Incentives might be for you if you’re looking for a company where you’ll grow your career in a front row seat - working through sales challenges with a team of dynamic thought leaders.

**Sales Development Specialist, Group Travel**

This team member will perform high quality research on prospective group travel clients in New England, think through outreach strategies, and help transition sales opportunities to a group travel thought leader. This person will constantly use their business acumen to identify how HMI could help prospects overcome business challenges. This person is responsible for carrying the baton in the beginning of the sales cycle and will be an integral part of the team. Over time, this person will expand his/her focus to broader set of solutions HMI offer including Short term promotions and Points programs. Successful individual is expected to grow into full scale Account Executive responsible for sales of full suite of HMI solutions. At HMI, we pride ourselves on being flexible, friendly, and responsive and are looking for someone who mirrors those principals with their personality.

**Who are you?**

* You have minimum 1-3 years' experience in a Business Development or Sales role
* You are passionate about travel
* Track record of high achievement and thinking on your feet
* Excellent written and verbal communication skills
* Previous successful sales experience
* High energy with an exceptional self-driven sense of motivation and competition
* The propensity to quickly turn learning into action
* Goal oriented with a desire and drive to exceed your goals
* Naturally curious and passionate
* The technical aptitude to master an assortment of sales tools
* You have a sense of humor

**In this role, you will:**

* Conduct prospecting and research to qualify leads using a variety of tools
* Work closely and collaboratively with the Sales Operations Manager and group travel thought leaders to develop and implement appropriate prospecting strategies.
* Over time, expand your knowledge of HMI’s solutions and grow into an Account Executive
* Get real life MBA experience in learning how a variety of businesses from different verticals operate, what challenges they face daily, and how group travel incentives work to improve their businesses
* Think through and help solve challenges that will advance HMI in our vision for our future

**Why HMI?**

* Be a key player on a team that’s a main driver of company growth
* Join a culture of passion and entrepreneurial spirit
* Travel perks and benefits
* Fun social events and company outings

**Please send resumes to Agnes Fotino, afotino@hmiaward.com**