

## **Title: Zenger Folkman Senior Client Executive**

### **Position Description and Responsibilities:**

Join Zenger Folkman Company, a leader in the corporate training and development industry focused on leadership development programs and 360-degree assessments that drive organizational results. Introduce and sell the full scope of Zenger Folkman services and capabilities to new and existing clients with a strong focus on new business development. Build strong, long-lasting relationships with customers, managing accounts both effectively and efficiently. Introduce world class business solutions, leverage internal resources to support customers and the sales approach.

### **Responsibilities:**

- Strategic account development and planning, applying the right priority to the right accounts.
- Expand existing accounts into new divisions.
- Demonstrate a high level of skill in maximizing the impact of Zenger Folkman prospecting events and other marketing initiatives to build an opportunity pipeline.
- Generate sales in assigned accounts through the development of senior relationships in client and prospect organizations.
- Demonstrate a thorough understanding of industry trends and issues facing a client's sector.
- Display an ability to engage in a strategic business issue dialogue, uncovering client/prospect needs, both implicit and explicit. Be able to effectively credential Zenger Folkman value proposition.
- Be able to demonstrate a clear link between Zenger Folkman's capabilities/business outcomes and the issues faced by the client/prospect.
- Engage internal Zenger Folkman resources appropriately in the sales process to secure and expand an initiative
- Work with other team members to develop and deliver sophisticated presentations to prospects demonstrating the Zenger Folkman approach to an initiative and effectively overcome implicit or explicit concerns.
- Show an advanced skill level in the negotiation of complex client agreements which deliver required profit margins to Zenger Folkman at the same time ensuring client satisfaction.
- Retain overall responsibility of the satisfaction and profitability of each client account through the account life cycle.
- Fully utilize SalesForce to track and manage all leads, opportunities, and accounts.
- Adhere to Zenger Folkman territory alignment and segmentation policies, designed to maximize profitable revenue and client satisfaction.

## **Qualifications:**

### *Minimum Education Required:*

- Bachelor's degree or equivalent educational job experience required. Advanced degree in business is a plus.

### *Minimum Experience Required:*

- 5 years of complex business to business sales experience with emphasis on selling sophisticated intangible services to leading corporations.
- Demonstrated successes selling to new accounts as well as expansion of existing accounts.
- Track record of consistent quota attainment / overachievement.

### *Location Desired:*

- Territory approximately aligned with the US west coast area, so residence in this area is desired, but not required.

## **Specific Skills/Competencies Required:**

*Technical Skills:* Strong verbal communication, presentation, and written skills; strong conceptual and analytical skills; extensive knowledge of business/economic environment; forecasting skills; strong customer-centered selling skills.

*Managerial Skills:* Time and project team management skills. Very strong influencing skills. Strong and effective listening and interpersonal skills.

*Professional Skills:* Independent; self driven; well-organized; inspires confidence in self and Zenger Folkman; models customer focus. Adjusts readily to multiple demands and shifting priorities. Works well under pressure. Demonstrates sound business judgment, common sense and insight. Problem solver. Behaves consistently with expressed values of Zenger Folkman.

To apply for this position, contact [hr@zengerfolkman.com](mailto:hr@zengerfolkman.com) with cover letter and resume.

ZENGER FOLKMAN COMPANY is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, sex, national origin, age, handicap or disability, with respect to recruitment, hiring, training, promotion and other terms and conditions of employment.