



# Senior Account Executive – Custom Solutions

A Custom Solutions Senior Account Executive for The Center for Leadership Studies (CLS) will be responsible for driving sales growth by managing the development and execution of the organization's custom solutions sales strategy within the corporate marketplace, with a strong emphasis on the pharmaceutical and biotech sectors. The position will require an individual with a history of closing enterprise-level opportunities, a strong training and development background, experience in solution-based selling, as well as an entrepreneurial character to establish relationships in a highly competitive market. Under the supervision of the Vice President of Sales, the Custom Solutions Senior Account Executive will have primary responsibility for managing new and existing custom client accounts which includes ensuring revenue attainment, achieving a high level of client satisfaction and driving growth through new sales. This role's primary purpose is to establish a strong position within the custom training solutions sector, achieving trusted advisor status and thereby enabling CLS to best understand and address the custom solution unique requirements. This individual will also develop and manage relationships with internal resources.

You must be a self-motivated professional with a proven track record of meeting/exceeding annual revenue targets in a competitive high-end custom sales environment.

## Key Responsibilities

- Strategic relationship development with custom clients
- Developing and executing sales strategies at the enterprise level
- Exceeding sales goals and meeting business objectives
- Creating business forecasts
- Developing excellent business understanding of client custom needs and how CLS can help meet those needs



- Engaging clients as partners to identify, develop and manage client opportunities to ensure custom solutions and service deliverables are of the highest quality to ensure client satisfaction.
- Managing internal relationships and collaborating with leadership and internal partners to develop and execute projects
- Experience with Salesforce.com (CRM) data management, updating, and analysis

## Requirements

- Currently living in Raleigh/Durham or New York/New Jersey
- Strong background in large-scale custom solution sales
- Demonstrated success in sales and developing new client relationships
- Proven track record of meeting/exceeding high-end annual revenue targets (quotas)
- Experience developing relationships with learning and development executives, training managers and program managers
- Autonomous self-starter with a sense of urgency to accomplish tasks and projects
- Exceptional leadership and communication skills, both verbal and written, demonstrated by ability to interact directly with clients at various levels, including senior/executive management
- High energy and established organizational skills
- Ability to thrive in a very fast-paced and dynamically changing environment

Please direct inquiries to [jobs@situational.com](mailto:jobs@situational.com).

We offer a competitive and attractive compensation package, including:

- Performance sales culture
- Comprehensive medical/benefit coverage



## Company Overview

For more than 45 years, The Center for Leadership Studies (CLS), founded by Dr. Paul Hersey, has been the global home of the original Situational Leadership® Model. With over 14 million leaders trained, Situational Leadership® is the most successful and widely adopted leadership model available. Deployed in more than 70% of Fortune 500 companies, Situational Leadership® transcends cultural and generational differences and equips leaders around the globe with the skills necessary to address a specific challenge, drive behavior change and increase productivity. CLS' diverse product portfolio includes a comprehensive off-the-shelf leadership curriculum founded on our proven, research-based competency model. In addition, CLS has more than 25 years of experience designing and developing award-winning custom training solutions.

CLS services customers both domestically and internationally through an extensive network comprised of over 200 learning professionals in more than 35 countries. Our global affiliates and facilitators understand the nuances present in each culture, allowing for the delivery of innovative, high-quality training programs in localized languages.

## Our Values

At The Center for Leadership Studies we view each customer opportunity as a long-term partnership. In such relationships, we believe that the values of the people that you choose to do business with can have an equal impact on the success of your learning endeavors as can the technical skill sets. Put a different way, we feel it's important for you to know who we are and what we stand for. Below are the values we strive to live by each day. They represent the expectations that we have for each and every CLS team member:

### **Be Responsive: Service is Inside and Out**

Do what you say you are going to do when you say you are going to do it. Don't over promise and never under deliver.



### **Embrace Teamwork: Invest in Others**

Strive to continually develop and nurture your base of personal power.

### **Own Your Actions: Take Personal Responsibility**

Follow through on your commitments with relentless attention to detail, completion and results.

### **Maintain Your Integrity: Do the Right Thing**

Communicate openly and honestly: Develop a reputation grounded in personal and professional credibility.

### **Have Fun: Take a Minute to Smile**

Enjoy the journey (celebrate victories; keep setbacks in their proper perspective). Embrace the fact that work and fun are NOT mutually exclusive terms.