



Senior Learning Architect

The Center for Leadership Studies (CLS) is seeking a Senior Learning Architect to directly impact the design and delivery of learning solutions for new and existing customers. The Senior Learning Architect will be the bridge between sales and operational functions to support the maximization of commercial expansion and continued growth for CLS. This position will require an individual with strong experience in the learning industry with a background in development and adult learning principles. The Senior Learning Architect will have the primary responsibility for assessing client needs through a consultative approach, accounting for historical context and needs of client, paired with meeting organizational goals and business strategies. A successful Senior Learning Architect will establish a strong position within the client organization through consistent interactions, thereby enabling CLS to best understand and address each client's unique requirements. This individual will also develop and manage relationships with internal resources.

The Senior Learning Architect will report directly to the Senior Director of Coaching & Custom Solutions.

Key Responsibilities:

- Provide client assessment and consultation for learning solutions based on overall account history, organizational goals and strategy
- Develop excellent business understanding of client needs and how CLS can help meet those needs
- Engage in consistent research and review of industry publications, articles and internal marketing to share key findings and concepts with clients and internal staff
- Consult and partner regularly with sales team and instructional designers toward the creation of client deliverables within scope and brand, collaborating for successful project execution



- Review deliverables prior to customer receipt for quality, relevance and to evaluate future expansion opportunities

Requirements:

- High level of business acumen and experience connecting and communicating with an executive level client base
- Instructional design or graphics background
- Demonstrated success developing new client relationships
- Autonomous self-starter with a sense of urgency to accomplish tasks and projects
- Exceptional communication skills, both verbal and written, demonstrated by ability to interact directly with clients at various levels, including Senior/Executive Management
- Experience developing relationships with Learning and Development executives, Training Managers and Directors and HR Executives within companies of all sizes
- High energy and established organizational skills
- Ability to thrive in a very fast paced and dynamically changing environment

Preferred Requirements:

- Currently living in the Raleigh/Durham area
- Experience with project management software

Company Culture and Benefits:

The Center for Leadership Studies (CLS) is a performance-based culture built on trust and respect. We offer a competitive and attractive compensation package, including:

- Comprehensive medical benefits/coverage
- Flexible Time Off
- Flex Time & Flexible Workplace options
- Paid Maternity & Paternity leave



- Generous Annual Holiday calendar
- Educational assistance
- Highly collaborative and positive workplace
- A company focus on culture

Company Overview:

For more than 50 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 15 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.

For additional information, please direct inquiries to

jobs@situational.com.