

Client Relationship Manager – Consultative Sales

We need a talented business development person. You want to work for an exciting, growing, global firm. Fast forward one year from today. You'll have helped our Fortune 1000 clients achieve their key business objectives – increased sales, increased customer satisfaction, greater innovation, enhanced communications, more effective teams and improved employee retention. They will have passed their competition, or increased their lead because of the leadership and services you provided. Your sales efforts will be aimed at growing relationships and business with existing clients and new clients.

Our organization will experience unprecedented levels of success because of your sales impact. You'll be recognized as the hero who helped propel the organization to a new level of sales success, far beyond the capability of our competitors. The ideal candidate will have a strong track record of accomplishments in business development, particularly in a business-to-business environment. Your candidacy will leap to the top if you have sold training or organizational development products/services to large complex organizations and can share the process you have used to achieve your selling goals.

This is a consultative sales position with approximately 75% of the work being accomplished via inside sales and 25% via client visits. You will work from a virtual office, spend time with your sales leader each month and visit the corporate office several times each year.

You need to live in a metropolitan area and the position reports to the VP sales

Key Responsibilities

- Develop new accounts and cultivate existing ones through consultative selling. Build relationships with customers, manage accounts effectively, and manage internal resources to support the customer and the sale
- Complete, maintain, and utilize administrative tools
- Participate as an active member of the sales and marketing team in meetings, presentations and trade shows. Requires a mix of independent work and team interaction

Company Description

For 30 years, Herrmann International has helped organizations achieve better results through better thinking. We are the originators of Whole Brain® Thinking and the widely renowned assessment, the Herrmann Brain Dominance Instrument® (HBDI®) which has been completed by over 2 million people worldwide and is translated into 17 languages. Key applications of the company's whole brain® thinking model include innovation, strategic thinking, problem solving, management, leadership, sales, customer service, teaching and learning, self-understanding, communication and team/staff development.

How to Maximize Your Chance of Landing This Position

Send your resume and narrative email to orin@hbdi.com. **In your email, please address each of the following questions.** The information you provide will help us in determining your potential fit for the position.

1. Grow territory

Describe a sales position in which you were able to grow the business in your territory over a 12-month period. Tell us the background, the actions you took and the results you achieved.

2. Engage clients

We would like to get an idea of your ability to engage prospects over the phone. Choose a product / service that you have sold in the past, and give us the 2-to-5 sentences you would use if you were contacting a prospect for the first time about that product / service.

3. Think strategically

We are seeking to understand your ability to help clients think strategically. Tell us about a client of yours that started with one product / service and you were able to grow the relationship to include additional products / services. Products? How did you do to get them to make the additional investment?

4. Experience

You need at least three years of direct selling experience. If you have experience with more than one organization that fits the selling criteria, please share information about each organization for the items listed below.

- What organization?
- Who were your clients?
- What was your quota?
- How much was the average sale?
- Who was the primary buyer?
- How much time was spent farming?
- How much time was spent hunting?
- How did you utilize your CRM?
- What business issues were you solving?

Thank you for your interest in our position. All submitted responses will receive a reply.