

Director of Business Development Stewart Leadership

Stewart Leadership is a leadership development, talent management, and change consulting, coaching, and training company. The Director, Business Development will lead the sales and marketing efforts in a targeted geographical area. This is a virtual position that offers a high degree of autonomy. This person will report to the president and work closely with the executive consultants and coaches and peer business development managers.

The ideal candidate has a background in sales, marketing, or communication, combined with experience in learning and organizational development as a coach and/or consultant. Previous consulting experience is preferred.

Responsibilities:

The Director, Business Development will establish strong business relationships resulting in long-term client partnerships with primary role focusing on prospecting, client development, contracting, and managing client relationships.

- Identify, pursue, engage, and consult with HR and business leaders to sell Stewart Leadership's products and consulting solutions building long-term and lucrative partnerships.
- Achieve sales targets that will be determined annually along with account management of 25+ key clients, 25+ potential key clients, and another 50+ account prospects through a variety of sales and marketing activities.
- Utilize digital marketing, association events, email sequences, sales enablement tools, calls, company visits, and other activities to accelerate growth in sales pipeline.
- Attend local or regional conferences sponsored by Stewart Leadership to gain market awareness and brand name recognition while gathering and nurturing leads.
- Although 80% of the role is expected to focus on business development, approximately 20% is reserved for acting as the executive consultant and coach for clients where skill set is best aligned with client needs.

Experience & Qualifications

- 15+ years of business experience with experience in sales, marketing, and/or human resources
- Professional services business development, consultative selling experience required
- Master's degree or beyond preferred
- Human Capital Consulting experience and coaching training or certification preferred
- Certification in LEAD NOW! Self Assessment and LEAD NOW! 360 (may be completed on the job)
- Exceptional presentation, communication, listening, writing, editing, and conversational skills
- Strong professional, confident, and humble presence in working with leaders at all levels
- Selling skills and excellent relationship building ability; strong emotional intelligence
- HubSpot or other CRM experience

Considerations

- Willingness to thrive in an entrepreneurial environment and contribute to company growth goals
- Ability to travel as needed (estimated at 25% or less overnight travel)
- Prefer a greater metro area location such as Atlanta, Seattle, Portland (OR), Twin Cities, or Chicago
- Competitive monthly compensation combined with sales commission and bonuses
- Business development expenses are paid by company
- Ability to work remotely
- LEAD NOW! certification
- Participation in semi-annual team meetings and routine calls
- 1099 Contractor status

Start the conversation. Email Daniel Stewart, Daniel@stewartleadership.com