



BUSINESS DEVELOPMENT ACCOUNT EXECUTIVE

COMPANY/INDUSTRY: AVERY+MADISSON/HR CONSULTING

Location: United States

Posting Date: January 9, 2023

If you're a proven hunter and have a compelling portfolio supporting your client acquisition capabilities, we may have an opportunity for you!

Avery+Madisson is seeking an experienced and savvy business development executive to help grow its client portfolio. This individual will be responsible for identifying clients and opportunities to generate revenue, improve profitability, and help the business grow.

To be successful in this position, you should have demonstrated drive to find, pursue, and close new business from cold calls, warm leads, demonstrations, word-of-mouth, and other sales methodologies. You will be expected to think strategically and help Avery+Madisson's principal and agents drive sustainable financial growth through boosting sales and forging strong client relationships.

You will have responsibility to grow the business in one of the following practice areas:

Corporate Services

- Executive Coaching
- Leadership Development
- Talent Development (Training)
- Talent Acquisition

Private Client

- Personal Coaching
- Career Transition

WHAT YOU'LL BE DOING:

- Work in conjunction with the Principal to identify and develop a client acquisition strategy focused on profitable growth.
- Identify and convert interested parties into engaged clients resulting in new contractual partnerships with Avery+Madisson (the Company).
- Develop a pipeline resulting in new business by promoting Avery+Madisson's services.
- Conduct market research to identify new markets, opportunities, and customer needs. Provide the Company with observations regarding the relevant needs and demands of the marketplace.
- Ensure accuracy and professionalism of marketing and communication materials.
- Use marketing collateral to attract and close deals. Prepare and maintain proposals and contractual documentation and effectively present plans to potential clients.
- Attend conferences, meetings, and events as required by Avery+Madisson principals, leadership, and partners.
- Track and report sales- and client-related activities.
- Actively adhere to Avery+Madisson's standards of decorum, professionalism, and service when conducting and/or engaging in business on the Company's behalf.
- Perform other activities as necessary.

Contact us: info@averymadisson.com

Join the A+M Talent Network: www.averymadisson.com/thetalentnetwork

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BASIC QUALIFICATIONS:*

- Bachelor's degree or a combination of education and related experience totaling a minimum of 10 years
- Minimum 5 years in a B2B or B2C sales role
- Demonstrated ability to assess client needs, develop proposals, and deliver solutions
- Proven tenacity and drive to create new business and meet/exceed performance targets
- Experienced in prospecting, setting appointments, growing market share
- Demonstrated experience in obtaining and maintaining lasting relationships with clients, potential clients, and key business partners
- Excellent written and verbal communication skills (Candidates will be required to develop and present a 10-15 minute sales pitch during the selection process.)
- Excellent negotiation and diplomacy skills, with a high degree of tact and persuasiveness
- Innovative and dynamic, this person will be a problem-solver and a solution-finder
- Highly effective project management, prioritization, multi-tasking, and time management skills to meet deadlines
- Power-user of networking tools such as LinkedIn, TikTok, Facebook, and Instagram
- Ability to travel to potential client location when necessary to conduct pitches and manage any required follow-up to secure contract (Position requires home-based office with regular travel and meeting with clients and prospects.)
- Must possess a valid license, a clean driving record, and proof of insurance at your own cost is required
- Authorization to work in the United States without restriction
- Ability to travel throughout the United States without restriction
- Ability to BYOT (bring your own technology) for use in all Avery+Madisson-related activities

PREFERRED QUALIFICATIONS:

- Bachelor's degree with a major or emphasis in marketing, business, or communications

This position is 100% commission.

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Avery+Madisson is an equal employment opportunity employer. One of our core values is "Belonging", which is why our company is aimed at increasing access, equity, and inclusivity. As we hire, we focus on locating the best available talent in the markets we serve. We develop and select from diverse talent pools, and we engage with individuals and organizations aligned with our mission and purpose to provide safe and inclusive work environments where individuals can thrive professionally and find belonging and greater purpose.

All decisions concerning the employment relationship with Avery+Madisson will be made without regard to age, race, ethnicity, color, religion, creed, sex, sexual orientation, gender identity or expression, national origin, religious affiliation, marital status, citizenship status, veteran status, the presence of any physical or mental disability, or any other status or characteristic protected by federal, state, or local law. Discrimination, retaliation or harassment based upon any of these factors is wholly inconsistent with how we do business and will not be tolerated.

We believe that talent comes in all forms. If you are an individual with a disability and need reasonable accommodation at any point in the application or interview process.

Submit Your Résumé: info@averymadisson.com
See Our Latest Openings: www.averymadisson.com/thetalentnetwork