



## Job Description

**Job Title:** Business Development Consultant

**Reports to:** Vice President, Sales & Service

**Our Mission:** *"We improve the human ecosystems of organizations in which the development of individuals expands to improve their families, their communities, and the world."*

Strategic Programs helps companies improve organizational performance that positively impacts their employees, customers, and communities. Our customization and technology enable us to fit flexible solutions with your existing processes and needs. For 25 years we've designed surveys to collect and analyze data for some of the most respected companies, both large and small, in the world.

### **Business Development Consultant Purpose:**

Our sales team's mission is to follow and be accountable to a single Strategic Programs sales process. Hire and train sales people that can and will follow it.

Business Development role responsibilities include, but are not limited to:

- Apply defined consultative sales process.
- Outbound prospecting using Connect & Sell prospecting tool and traditional cold calling methods
- Conduct research & analysis of targeted prospects to pursue.
- Develop a well-argued and detailed sales strategy.
- Develop and execute business relationships and strategic alliances in order to fulfill company's strategic objectives.
- Prepare and facilitate presentations, proposals and ROI for prospective customers in coordination with Client Services.
- Assist the marketing department in developing compelling marketing, positioning and messaging materials.
- Build & maintain strong sales pipeline & salesforce.com forecast.
- Ability to identify key decision makers and quickly assess the needs of the organization.
- Track & present product-based solutions to C-level executives, HR executives and key decision makers. Periodic travel required.
- Provide weekly updates regarding overall sales & CRM progress, detailed customer feedback & update sales pipeline accordingly.

### **Desired Skills & Experience:**

Qualified candidates for this position have:

- Bachelor's degree in Business Administration, Marketing or other related field [highly preferred].
- Working knowledge of lead generation, forecasting, sales process and closing techniques in the professional services sector.
- Three (3) or more years of business development and outbound cold calling experience in professional services.
- Experience with consultative sales process.
- Proven track record of developing business relationships with C-level executives (CEOs, CFOs, CHROs, CPOs, VP of HR, etc.).
- A proven sales hunter and closer.

- The Business Development Consultant must be an ambitious self-starter who has the knowledge and skill set required to win new business.
- A track record of successfully achieving quota and exceeding expectations on a consistent basis, as well as a proven history of progressive sales achievement.
- Exceptional skills in development of business from the ground up.
- Access to the top-management network.
- Exceptional communication and interpersonal skills.
- Strong organizational and follow-up skills.
- Must be able to communicate on a business and technical level.
- Must be a team player with a positive attitude and a willingness to contribute to the overall success of the company and its team.
- Proficient in the use of Microsoft Office Suite and Client Relationship Management (preferably salesforce.com) systems.

**Our Values:** Excellence, Teamwork, Client Focus, Truth, Integrity. If you are an exceptional professional seeking an opportunity to grow a growing company while making a difference in the world, let's talk.

**Compensation/Benefits:** Salary plus commission, based on qualifications and experience. Health benefits, dental, retirement, and paid time off after introductory period. Opportunity to work with great people in a fun office environment.

**How to Apply:** Email resume and cover letter to [careers@strategicprogramsinc.com](mailto:careers@strategicprogramsinc.com)

***This job description does not include all tasks that may be assigned, but provides general responsibilities and our expectations. As business demands change, so may the functions of this position.***