



STRATEGIC
PROGRAMS, INC. | Actionable Data.
Innovative Solutions.
Measurable Results.

JOB DESCRIPTION

Job Title: Business Development Consultant with Management Potential

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

Our clients are the best. We work with medium-size to global organizations that value their people and realize the ROI on investing in committed, capable employees. We have increased our reach internationally, and will be conducting interviews in eight languages by the end of 2012.

What we do makes a difference. We have succeeded since 1988 by designing client-specific individual and organizational assessments, collecting actionable data, and partnering with clients on data-driven solutions that link to business objectives to improve the workplace and the workforce of organizations.

Create opportunities to solve client's people problems. **Join our team as a Business Development Consultant:**

- * Explore internal resources to develop prospects (including Salesforce, Hoovers, and InfusionSoft)
- * Listen for and understand prospects' needs to earn trusting relationships
- * Adapt our research and services to identify data-driven solutions to best meet client needs
- * Build your own business plan and deliver results by achieving quotas
- * Travel approximately 15%
- * Management and leadership potential with proven success

Requirements:

- * Minimum 5 years experience selling professional services to top management of mid-size to global organizations
- * Three additional years experience in sales management of professional services salespeople
- * Superior verbal and written communication and presentation skills
- * Understanding of HR/OD research – 360, organizational assessments, exit interviews, retention strategies, M&A and consulting

We value Excellence, Teamwork, Client Focus, Truth, and 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.

How to Apply: Email resume and cover letter with salary history to:
careers@strategicprogramsinc.com.

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