

Job Opening: Vice President of Business Development (Full time employee position with benefits)

David Couper Consulting, Inc. is a leadership development firm that serves people and organizations by helping them be authentic and courageous leaders while creating caring, successful, and engaging cultures where everyone is valued.

People are the real bottom line.

<http://www.davidcouperconsulting.com>

We believe that when people are happier at work, they do better work and companies get better results. Using deep processes based on positive psychology we help clients solve their inner issues so that they can get better outcomes on the outside. This approach is unique in the marketplace and our clients get exceptional benefits from our consulting and coaching solutions. As one of our major accounts said, "If I had got half of what we have achieved in this last year, I would have been happy!"

We are a rapidly growing talent management and executive coaching company with over twenty years experience in the US and Europe that requires a senior sales and business development professional to build relationships and generate consulting projects.

Candidate Qualities:

- Results-oriented with the proven ability to close the sale
- Committed to personal growth and transformation
- Natural people-person with a high degree of service-consciousness
- Networked with decision-makers in various industries, including healthcare
- Willingness to grow and develop the company in line with company vision

Skills & Qualifications:

- 10+ years of experience in consultative and relationship-based sales including at least 5 years in the Talent Development, Leadership Development and/or Executive Coaching sectors.
- Bachelor's degree required, relevant Master's degree helpful.
- Previous track record of sales success with results of at least \$2M annually and with individual sales of an average of \$250K.
- Established network with access to decision-makers including C-level, Senior HR Executives and Senior Operational Leaders.

**PEOPLE
ARE THE
REAL
BOTTOM LINE**

- Ability to build new and expanding accounts through networking and other routes.
- Communication skills with small and large groups in person and through online media.
- Ability to build, mentor, develop and coach a sales team.
- Based in Southern California but travel may be required out of state on occasion. Possible travel to Europe to work with our UK based operation.

Vice President Role:

Working within the leadership team, you will have a key role in shaping the business development and sales practice. As a leader in a growing company you will also have the chance to continue to learn, grow personally, as well as receive a generous base and unlimited commission based on total sales.

As a seasoned sales professional, you will have many opportunities to develop this role where you are valued for your input and rewarded for your efforts. Reporting to the CEO, you will have the opportunity to work remotely and develop business in the areas of strategic talent development, culture transformation and executive coaching.

You will be responsible for targeting key clients and prospects and for developing key relationships and for meeting business and sales goals.

You will be an individual with a deep understanding of the power of transformation in business and the ability to be committed and focused on serving our clients. We believe that our purpose is to help clients identify their strengths and build on those so that their organizations grow and prosper.

Job Responsibilities:

Reports directly to CEO

- Demonstrate how company can serve clients through the range of Talent Development services and products we offer.
- Create and execute a Strategic Sales Plan with the goal of identifying key new clients who need our services and developing long-term relationships with new and existing accounts to do deep and complete transformational work.
- Work with Marketing to ensure that the messages they are delivering support and are congruent with the Strategic Sales Plan.
- Be focused and energetic in prioritizing tasks and managing projects.

- Be an expert in consulting, with true listening skills that set the consulting company up as a strategic business partner who cares deeply about the people and the results.

Salary is dependent upon experience. Benefit package includes medical, vacation/personal/sick time off, and \$1,500 stipend to use toward coaching.

If you are interested, please submit your résumé and cover letter to ahruby@davidcouperconsulting.com. In the subject line of the email, please type "VP/Director Business Development – [Your Name]".