

Company	Hemsley Fraser Group, Inc. Hemsley Fraser is a global Learning and Development organization dedicated to improving the business results of our clients through the performance of their people. For more than 19 years, we have partnered with organizations worldwide to provide learning and development solutions that drive ideas to action, optimize performance, foster breakthrough results and strengthen competitive position. Our success in addressing a diverse array of client needs has enabled us to sustain an average annual growth rate of over 35%, far outpacing the industry. Our services include business consulting, off-the-shelf courses for immediate impact, and transformational custom-designed learning experiences. Firmly established as one of the premier L&D organizations in the UK, we are rapidly expanding our North American based operations and looking for experienced staff to help us service existing large corporate and global accounts and find and capture new ones.
Job Title	Senior Account Director
Reporting Relationship	Reports to Director of Sales, the Americas
Summary of Job:	The primary goal of this position is to generate a new business client base in either the NE or SE United States. Work with Hemsley Fraser management and consultants to develop a territory sales and marketing strategy, prospect, close accounts and manage client relationships.
Key Accountabilities	<ul style="list-style-type: none">• Create a territory sales and marketing plan including target customers, proposed approach, resources required, sales and revenue targets• Meet established targets for revenue growth, new client acquisition and existing account growth• Prospect and close new business, including work with other team members to design, price and present the most appropriate and client solutions• Manage and grow existing accounts• Proactively manage sales pipeline and report progress against goals monthly• Gather market and prospective client data and provide input to sales and marketing management to constantly improve products and services
Knowledge & Skills	<ul style="list-style-type: none">• Proven track record of large value sell to complex accounts• Proven professional competence 5+ years of selling to ' C level'• Proven record of relationship building and networking at senior and decision making levels• Knowledgeable in the areas of Consultancy, Learning and Development and People Performance, able to demonstrate general subject matter expertise and connections in the area of learning and development eg: learning strategy, leadership development, change management, coaching, and talent management. Capable of connecting people focused interventions to strategic business outcomes• Entrepreneurial but process compliant, ensuring all US sales and business development activities are capable of linking to the Hemsley Fraser UK Group• Able to establish and maintain personal relationships, communication and networks within the entire company to understand the whole business and to develop knowledge and awareness around the HF point of view.• Strong track record and evidence of skilled collaboration and orchestration of resources

and people to meet client needs

Education Minimum BA/BS
MBA or MA in OD a plus

Compensation Base Salary \$100-115K plus commission and bonuses.

Interested in joining the Hemsley Fraser team?

Submit your resume to information@hemsleyfraser.com