

Director of Client Solutions - London

The Director of Client Solutions will land, expand and retain a portfolio of target client accounts and will be a trusted advisor to senior leaders in our client organizations. In this role, you will utilize PDI NH's strong brand as a premier human capital consulting solutions company to lead business development initiatives with key decision-makers in target companies. The successful DoCS candidate might also be an experienced consultant who is gifted in business development and who is seeking an opportunity to exercise their sales abilities while also maintaining some minor involvement with direct service delivery to the clients that they manage.

JOB RESPONSIBILITIES

- Land, expand and retain a portfolio of target client accounts
- Display a strong understanding of our industry and client business challenges
- Become a trusted advisor to senior leaders in client organizations
- Build many senior level connections and relationships
- Use effective discovery to understand client business needs and talent implications
- Skillfully use PDI NH points of view, frameworks, sales tools and sales process
- Translate the client need to a hi-level solution
- Create win-win solutions (sustainable, profitable solutions that solve client problems)
- Communicate the value of our solutions in a compelling manner
- Track activities and client information in the CRM system
- Ensure engagement goes well; delegating project management and delivery
- Form and lead the internal team; work to get teams further embedded in client organizations to expand the number of connections
- Partner with client and internal resources to ensure we make a significant, positive, documented impact on client success

EXPERIENCE AND EDUCATION REQUIREMENTS

- 5 - 10 years of direct sales experience in a professional services environment, preferably HR or training industry.
- Experience selling large size solutions with multiple points of contacts at client organizations.
- Selling to organizations in the English speaking market is strongly preferred.
- B.A. required; advanced degree a plus.
- Market/Business knowledge, experience in opening new markets and new accounts, capabilities to lead throughout the whole sales process, from cold calling to closing off the deals, is essential.
- Proven consultative selling track record with experience in developing and executing sales strategy.

Director of Client Solutions

- Experience and skills in the discovery process, being good in uncovering the needs of the clients.
- Strong understanding of our industry and client business challenges; senior level credibility.

*Note: for those with a HCM consulting background there will also be opportunities to assist in crafting the design of client solutions and to the extent practical, assist in the delivery of key services to those clients.

COMPETENCIES

- Business acumen and sales mindset
- Problem solving skills
- Listening, questioning and discovery skills
- Comfortable not being the technical expert
- Consultative sales mindset and approach
- Strong relationship building and networking skills
- Competitive and resilient
- Assertive; asks for the close
- Senior level credibility
- Understands the industry and business challenges
- Internal organizational savvy and collaboration with other roles

PDI Ninth House is the premier global leadership solutions company with distinctive expertise in accelerating leadership effectiveness to maximize organizational performance. We have more than 40 years of experience in helping clients identify, manage, develop, and promote superior leaders across all levels of the organization. PDI Ninth House uses a unique combination of innovative, field-tested strategies; state-of-the-art technology; and proven processes to tailor specific solutions for our clients. PDI Ninth House partners with the world's leading organizations, enabling them to address critical leadership challenges with innovative solutions. Our aim is simple—the well-placed confidence that clients' current and future leaders are distinctively stronger than their competition, resulting in sustained, superior performance.

PDI Ninth House provides employees with the opportunity to build their career in a stimulating, multicultural environment as well as offering competitive compensation and benefits. PDI Ninth House is an equal opportunity employer (EOE).

Job reference: REQ # LS4027

Please send applications to career-emea@personneldecisions.com