

Director of Client Solutions – Northeast Territory

As a trusted advisor to senior leaders in our client organizations, you will utilize PDI's strong brand as a premier consulting solutions company to lead business development targeting C-suite contacts and relevant leaders of Global 1000 companies to sell complex strategic consulting solutions. Director will work from our New York office.

JOB RESPONSIBILITIES

- Land, expand and retain a portfolio of target client accounts
- Use referrals and networking to generate new opportunities within clients and with prospects
- 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 Ninth House points of view, frameworks, sales tools and sales process
- Translate the client need to a hi-level integrated 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 PDI Ninth House 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 New York territory and surrounding areas 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 lead generation to closing of the deals, is essential.
- Proven consultative selling track record; experience in developing and executing sales strategy including being especially adept at uncovering and creating needs of the clients.
- Strong understanding of our industry and client business challenges.
- Senior level credibility.

COMPETENCIES

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

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 # RW2002