



Success Solution Strategist Role

Position Overview:

The Success Solution Strategist is a strategic and client-facing leadership role at Ace Compliance Consulting and Sexy Diva World, responsible for designing, customizing, and delivering high-impact solutions that drive transformational results for clients. This individual serves as a bridge between client goals and service delivery by aligning business needs with program offerings, compliance strategies, and marketing solutions. The Success Solution Strategist plays a critical role in identifying revenue-generating opportunities, crafting winning solutions, and ensuring successful outcomes for agency owners, coaching clients, and internal teams.

This role requires a blend of consultative sales acumen, compliance knowledge, strategic insight, and implementation planning to position Ace Compliance and Sexy Diva World programs as the go-to success accelerators in the market.

Key Responsibilities:

Strategic Solution Development & Client Customization

- Conduct deep discovery sessions with clients to assess business challenges, compliance gaps, growth opportunities, and transformation needs.
- Craft and present tailored solution packages based on client size, goals, and budget across both brands (agency compliance, survey prep, startup consulting, coaching programs, AI tools, and retreats).
- Collaborate with cross-functional teams to ensure deliverables align with proposed solutions and client expectations.
- Translate complex service offerings into simple, results-driven value propositions.

Revenue Growth & Offer Optimization

- Identify high-value opportunities for upsells, cross-sells, and bundled services that increase client lifetime value.
- Collaborate with marketing and program teams to co-create irresistible offers that align with current trends and client demands.
- Support the development and refinement of scalable, signature offers for Survey Success, Ace U, Coaching Programs, and more.

Proposal & Solution Delivery Planning

- Draft scopes of work, success blueprints, and proposal packages that include KPIs, timelines, outcomes, and accountability checkpoints.
- Ensure clarity between client expectations and service deliverables, and guide clients through each phase of their journey.
- Coordinate with project managers, marketing teams, and application experts to ensure seamless execution and delivery of success solutions.

Market Intelligence & Strategic Positioning

- Analyze trends in home care, compliance, digital coaching, and client behavior to inform solution design and offer positioning.
- Serve as the “voice of the client” to the product, operations, and executive teams to improve programs and increase satisfaction.
- Conduct competitor analysis and benchmark client results to maintain market edge.

Client Relationship Development & Retention

- Serve as a strategic thought partner to clients, ensuring solutions evolve as their business grows.
- Conduct quarterly check-ins to assess satisfaction, success milestones, and evolving needs.
- Increase client referrals, testimonials, and case studies by delivering high-value outcomes.

Desired Outcomes:

- Customized success blueprints and solution packages that directly address client pain points and business goals.
- Increased average deal size, conversion rate, and client retention due to targeted strategic offers.
- Clear alignment between client expectations and program delivery, reducing churn and increasing satisfaction.
- Growth in monthly and quarterly revenue through high-performing solution pathways.
- Recognition of the Success Solution Strategist as a trusted advisor and transformational partner.

Qualifications & Skills:

- 5+ years in business consulting, strategic account management, or client success/sales strategy roles.
- Strong background in home health, Medicare/Medicaid consulting, or coaching and empowerment-based business models.
- Exceptional communication and presentation skills with the ability to distill complex concepts.
- Experience developing high-ticket offers, solution roadmaps, and success proposals.
- Proficiency with CRM systems, funnel platforms (e.g., GoHighLevel), and proposal software.
- Detail-oriented, collaborative, and client-obsessed, with a solutions-over-problems mindset.

Ideal Candidate:

The ideal Success Solution Strategist is a natural connector, confident problem-solver, and visionary thinker who thrives in fast-paced, purpose-driven environments. This person understands the power of strategic offers, knows how to communicate value with clarity, and is deeply committed to helping clients win. They love bridging gaps between where clients are and where they want to go—and they do it with style, substance, and measurable impact.