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| **Sales Director - Phoenix** | |
| Location: | **Phoenix** |
| Department: | **Business Development** |
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| **Description** | |
| Point B is a management consulting firm looking for a talented and driven Sales Director who wants to use his/her strong network and exceptional selling skills to expand our client base in our local markets.  What makes Point B different? An employee-ownership model that gives you a voice in building our firm and the opportunity to share in our growth and successes. A unique culture that recognizes the importance of relationships and collaboration.  A consulting team that delivers consistently high client satisfaction  It’s no wonder that publications like The Wall Street Journal, Fortune, Consulting® magazine, and many others consistently rank Point B as one of the best places to work.  **What you’ll get to do:**   * Drive lead generation in collaboration with local Market resources and firm-wide Marketing * Drive the sales process for targeted accounts and services in collaboration with Service Line, Industry and Market leaders * Develop and strengthen relationships with prospective local clients * Grow the revenue and profitability of services Point B offers in terms of value to clients, number of clients, and profitability   **What we offer:**   * A highly referenceable client base, with client satisfaction ranked among the best in the industry * A nimble, supportive environment without the red tape of large organizations * A very competitive compensation plan with exceptionally strong upside potential   **What we expect you’ve already done:**   * Have 5-8 years of corporate/business sales experience or consulting delivery experience * Successful track record of pursuing and landing sales at a pace of $3M to $6M per year or greater * Successfully “hunted” to acquire new clients, preferably in management consulting * Built a deep and broad professional network that aligns to our target client base in the Phoenix area * Negotiated new or existing contracts in an effort to best position the client and consulting firm for successful outcomes * Developed successful proposals and shown exceptional negotiation and client management skills * Expertly managed and accurately forecasted sales cycles ranging from one to twelve months * Earned a B.A. or B.S. Degree, MBA preferred   **The kind of people we look for:**   * Have excellent interpersonal, communications, public speaking, and presentation skills * Are passionate about growing a company like Point B * Are focused on delivering successful outcomes for clients and Point B through a consultative sales process * Are able to work effectively with a matrixed organization offering a broad range of services   Equal Opportunity Employer/Protected Veteran/Disability | |
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