

Career Opportunity: Business Development Director

About Pinnacle Performance Company:

Pinnacle Performance Company is a global leader in communication and presentation skills training. We design and deliver customized professional development solutions to a wide range of clients; from Fortune 100 companies Apple, Walgreen's, Bank of America, GE and Intel, to small non-profits and boutique firms. Headquartered in Chicago, Pinnacle has operations throughout the USA, India, UK and the Middle East and has trained in over 40 countries. Visit us at www.pinper.com.

The Pinnacle Performance Company Mission:

Pinnacle's mission is to transform or improve the ability of every Pinnacle training participant to ensure his or her communication, at all levels and in all environments, is delivered effectively with confidence, credibility, and intention so their audience knows how to react.

- Change the way you communicate
- Give all participants increased levels of confidence and self-awareness
- Ensure all participants can communicate effectively so as to maximize their own potential.

Position Requirements

We are looking for a high energy and enthusiastic Business Development Director with a track record for success to join our team. The Business Development Director identifies development potential in prospective and current accounts by researching potential new customers, connecting directly with them, fielding and understanding their training requirements, and presenting an optimal learning solution based on Pinnacle's offerings. Account management duties include working closely with trainers and marketing to ensure a smooth engagement, post training review of client evaluations and coordinating debrief sessions to assess the impact of the training and further grow the account. This individual will report to the VP of US Sales, work directly with our existing team of Master Instructors, Relationship Managers and marketing and must work well in a team environment.

Background, Knowledge, Skills:

- 2+ years in a sales position for a Training/Learning and Development provider preferred
- Ability to engage and sell effectively to senior client executives at Fortune 500 companies
- Technical aptitude with excellent computer skills including Microsoft Office Suite (Outlook, Word, Excel and PowerPoint)
- Experience working with CRM systems is preferred
- Exemplary communication and listening skills to interact by telephone, email and in person
- Excellent writing, editing and proofreading skills
- Strong organization skills and attention to detail
- Ability to take direction, drive results and positively receive constructive feedback
- Customer focused with a warm and engaging personality
- · Strong problem solving skills, good judgment, and the ability to take initiative to investigate and learn
- Flexibility in the midst of changing priorities
- Professional presence; comfortable interacting with all levels of management.
- Very astute with social media
- Self-confidence, flexibility and sense of humor
- Results driven attitude with a hunger for success

It this speaks to you please apply by sending us your resume along with details on your past successes and why you think you are the perfect fit to hr@pinper.com.