



Job Description – Client Executive

Critical Path Strategies has a Client Executive opportunity. CPS Client Executives are responsible for all sales activity in assigned accounts, including solution selling, client relationship development, and client satisfaction.

Responsibilities

- Build revenue base, establish strong business relationships, and increase overall awareness of CPS in the marketplace
- Identify and close diverse account sales opportunities
- Manage components of a complex selling process, including teaming, developing solutions, making presentations, and negotiating contracts

Qualifications

- 15 years B-to-B experience selling to large companies
- Thorough knowledge of strategic selling and verifiable experience exceeding quotas
- Successfully sold to C-level executives
- Ability to manage multiple, diverse projects and sales events simultaneously
- Ability to demonstrate consistent closing techniques throughout the sales cycle
- Excellent communication, negotiation, persuasion, partnering, conflict management, and customer service skills
- Ability to conduct training audience analysis, diagnose needs, and identify and implement appropriate solutions
- Capacity to provide real-world examples to training audiences to build credibility and drive training program effectiveness
- Ability to work independently
- Proficiency in MS Office

Education

- Bachelor's degree in business
- Prefer proven experience in selling consulting services