

# PROSCI ACCOUNT EXECUTIVE

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**Location:** Fort Collins, CO or remote location with frequent travel required

At Prosci, we employ dynamic individuals with a passion for change management and depth in their respective area of expertise. Our employees are dedicated team players who bring energy, professionalism and pride to their work. The Prosci environment is one in which smart, motivated and creative people succeed.

## **Position summary:**

Prosci is looking for an experienced Account Executive to drive large enterprise engagements with new clients and existing strategic accounts in target market ecosystems. The ideal candidate will be a self-starter with a proven track record selling enterprise consulting solutions to senior leaders inside Fortune 500 companies. The Account Executive must be able to successfully manage long, complex sales cycles with multiple stakeholders.

We value proactive, results-oriented team players with a passion for growth and the curiosity and ability to work with prospective clients using a consultative sales approach that guides them toward outcome-oriented solutions. The ability to engage senior leaders through strong written, verbal and presentation skills is required. To be clear, we're looking for ambitious team players that don't shy away from aggressive growth targets.

## **Position responsibilities include but are not limited to:**

- Develop ecosystem growth strategies that position the Prosci brand as a world leader inside target markets
- Establish relationships with senior level decision makers across a variety of market segments
- Drive revenue growth by identifying and engaging new clients interested in developing organizational change capability and/or interested in applying change management on must-win business initiatives
- Represent the organization in a variety of marketing and growth activities, including onsite sales meetings, multiple teleconferences and web meetings with potential clients, tradeshows, events and speaking engagements
- Deliver results-oriented solutions via proposals in collaboration with prospective clients that position Prosci's value proposition and address the client's specific needs
- Manage all aspects of Prosci's client acquisition process from identifying new opportunities, assessing the needs of the client, authoring compelling proposals, evaluating business fit and negotiating contracts. In some cases, this will be done individually and in other cases, you will be responsible for guiding a Prosci team through this process

- For strategic accounts, deepen client relationships, fulfill the role of the engagement leader to guide the deployment of solutions and implement account development plans
- Provide direction and on-going feedback to clients on their change management strategy, recommending Prosci offerings that will advance client's change capability
- Drive key business development metrics such as growth in the number of enterprise engagements, increased sales for new service offerings and various measures of customer success

**Essential skills and experience include but are not limited to:**

- Bachelor's degree in related field
- 10+ years of experience acquiring new clients using a consultative sales approach
- 10+ years of experience engaging with senior-level leaders across multiple industries
- High level of interpersonal and emotional intelligence, including the ability to handle complex client situations with poise, tact and diplomacy
- Ability to interact and communicate with individuals at all levels, from senior leaders to front line associates, both internally and externally
- Strong solution sales experience and negotiation skills – must have experience selling multi-year professional service engagements
- Problem solver with the ability to understand complex client challenges and arrive at results-oriented solutions
- Positive, can-do attitude with an openness to coaching, collaboration among team members and other functional areas, and team-based selling
- Proficiency in MS Office, specifically Word, Power Point and Excel are required, as well as experience with CRM systems (Salesforce.com is ideal)
- The position does require frequent travel (~50%)

**Compensation:**

Base salary commensurate with experience, plus commissions, bonus plan and benefits.

Prosci is an established research, methodology development and services company in the field of change management. Founded in 1994 and located in Fort Collins, CO, we work with Fortune 500 organizations around the world giving them the power to change more easily, more effectively and with better results

Please email cover letter and resume to [resume@prosci.com](mailto:resume@prosci.com) with "Account Executive Opportunity" in the subject line.