

Director Business Development

Company:
Holden International

Location:
Chicago, IL (HQ Office)

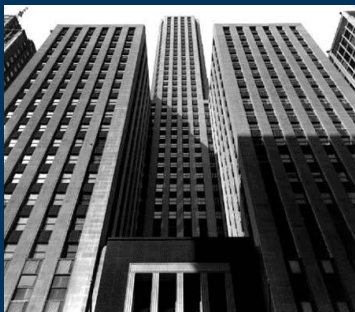
Description Highlights:

- Create demand for Holden training and consulting services in new accounts via direct selling and channel management
- Provide B2B expert consulting to clients, including leading group training sessions and coaching live deal reviews

Key Qualifications:

- Success selling services to large B2B enterprises
- Passion and ability to provide consulting services
- Outstanding group presentation skills
- Ability and passion to excel in unstructured and entrepreneurial environments
- Desire to achieve
- Great communicator
- Interested in long term career at Holden
- MBA preferred

Full-Time, Competitive Compensation & Benefits Package



Be Part of a Special Team that is Making a Difference

Holden International is a sales advisory firm that provides customized training and consulting solutions. We have a 32 year track record of improving B2B sales performance of organizations of all sizes. Recognized as the pioneer of the sales methodology industry with the introduction of Power Base® Selling in 1979, Holden has continued to innovate and today offers clients an integrated platform of sales transformation components including compete sales best practices, advanced sales training, sales manager coaching, software and e-learning reinforcement, and must win competitive deal coaching.

Holden International is seeking talented Directors of Business Development to help grow company revenue via new account acquisition and channel optimization

Differentiating Holden is its track record of results, which includes having helped over 600,000 sellers in 35 countries make *how* they sell—rather than *what* they sell—a nontraditional competitive advantage, thereby improving customer loyalty, win rates and cost of sales.

Enabling factors to Holden's success include:

- ✓ Deep experience in consulting on competitive sales deals
- ✓ Innovation and thought leadership fueled by research and data
- ✓ Insightful and coachable methodologies that make compete selling more of a management science that can be replicated
- ✓ Unique consultant talent: seasoned, insightful, dedicated & smart

These factors contribute to Holden's ability to drive sustainable adoption and the type of differentiated business impact associated with making the sales team a competitive advantage.

If you are passionate about B2B sales excellence and have the ability and confidence to provide expert advice that our clients around the world expect, please contact:

Jenae Meader, Holden Intl

312-476-8796 or j.meader@holdenintl.com



HOLDEN
International®

Outsell Your Competition