

## Director, Business Development and Client Experience

(part time/3-4 days a week or full time)



We're **The Roundtable**, a Canadian leader in leadership development, and we're growing! This means we're making room for another superstar on our team, a Director of Business Development and Client Experience!

We're in need of a tenacious go-getter to take our business to the next stage of growth. If you're adept at assessing and selling leadership solutions, passionate about coaching and leadership development, and want to work in an organization that believes in diversity, equity and inclusivity, we want your business savvy strengths and talents in our growing organization. We're not looking for an employee. We're looking for a thought, and business, partner.

The values that we live by are: **Dream Big. Get Shit Done. Make an Impact. Have Fun.** If those excite you read on!

You're smart, strategic, and roll up your sleeves to get shit done. You've spent the last 5-10 years successfully convincing senior people to invest in their talent. That may be with a small boutique or larger consultancy, and prior to that as a business savvy professional convincing your own leadership team to think differently. You've led teams yourself and have the war wounds to prove it so you're comfortable talking talent solutions with HR professionals. You're a lifelong learner and coach; coach training would be a bonus. You know how important it is to grow leadership bench strength and yearn to work with companies that feel the same way.

You value time freedom. You see yourself as an entrepreneur but would rather build something with others than go it alone. You love to work independently but get a charge from being a part of a group and collaborating. You're looking to raise the leadership bar, make an impact on people and company culture. You're looking for a place where you can dream big and make an impact while having fun at the same time.

Here are some of the things that will be part of your day-to-day life with us:

- Participating in strategic planning sessions, sales team meetings and anything else we need to drag your brilliant mind into
- Representing The Roundtable as a speaker at various conferences and finding ways to get, and stay, on our clients' radars. You are a networker extraordinaire!
- Prospecting for new clients who fit our 'must work with' criteria
- Creating discussion documents, proposals and services agreements
- Owning the end-to-end customer experience on a roster of clients
  - Partnering with the client on assessing their ongoing needs
  - Managing the business contracting phase
  - Partnering with the programing team to ensure the appropriate coaching and leadership solutions are developed and implemented to meet their needs
  - Monitoring programs and providing timely updates to clients
- Providing exceptional customer service to our awesome clients. Your ability to go above and beyond expectations is core to this role
- Working with our marketing and design team to create new sales collateral.

Compensation is a combination of base salary, bonus, and commissions on the business you source and sell into.

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**TO APPLY**

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**Must answer the following in writing or (BONUS POINTS) by video and submit along with your resume:**

- This opportunity caught my eye because...
- I get my energy from...and what drains my energy is...
- My biggest leadership lesson came from...
- My favourite leadership book of all time is...
- What I would bring to the Roundtable is...

Submit your application to [careers@goroundtable.com](mailto:careers@goroundtable.com).

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**About Us:** We are on a mission to create better workplaces by helping leaders navigate change, disruption and growth. Our programs win awards. Our clients rave about their experiences with us. And our team love our work. Visit our website to learn more. [www.goroundtable.com](http://www.goroundtable.com)

Our organization believes in diversity and equity. We put muscle behind our values when it comes to building an inclusive community for staff and clients. We are an LGBTQIA-affirming, interfaith-oriented organization that is committed to social justice – including women's rights, civil rights, disability rights, immigrant rights, and environmental justice. We believe Black Lives Matter. We encourage candidates to apply who share these commitments and who have a demonstrated capacity for creating inclusive organizations and working effectively across differences to support the success of an increasingly diverse clientele. In other words, we don't work with racist, homophobic, transphobic, misogynistic jerks.

If this role, our values, and our organization sound like something you can relate to we look forward to hearing from you and seeing what phenomenal skills you'll bring to The Roundtable!