

Job Description: Federal Senior Account Executive

A Federal Senior Account Executive for The Center for Leadership Studies (CLS) will be responsible for driving sales growth by managing the development and execution of the organization's sales strategy within the Federal Government marketplace. The position will require an individual with a strong background in working within the GSA schedule and experience in working with training officers, as well as an entrepreneurial character to establish relationships in a highly competitive market. Under the supervision of the Vice President of Sales, the Federal Senior Account Executive will have primary responsibility for establishing new Federal accounts, uncovering bid opportunities within the GSA schedule and Federal bid sites and driving awareness of CLS in the Federal marketplace. This role's primary purpose is to establish a strong position within the Federal market, achieve trusted advisor status and enable CLS to best understand how to approach the Federal market.

You must be a self-motivated professional with a proven track record of meeting/exceeding annual revenue targets selling into the Federal market

Key Responsibilities:

- Strategic relationship development
- Developing and executing sales strategies
- Exceeding sales goals and meeting business objectives
- Creating business forecasts
- Utilizing GSA schedule for potential bidding opportunities
- Driving awareness of CLS into the Federal market
- Managing internal relationships and collaborating with leadership and internal partners to develop and execute projects
- Experience with Salesforce.com (CRM) data management, updating, and analysis

Requirements:

- Currently living in the Washington DC area
- Strong background in GSA and Federal Markets
- Demonstrated success in sales and developing new client relationships
- Proven track record of meeting/exceeding annual revenue targets (quotas)
- Experience developing relationships with Training Officers, Contracting Officers and Learning Professionals within the Federal Market.
- Autonomous self-starter with a sense of urgency to accomplish tasks and projects
- Exceptional leadership and communication skills, both verbal and written, demonstrated by ability to interact directly with clients at various levels, including Senior Management
- High energy and established organizational skills
- Ability to thrive in a very fast paced and dynamically changing environment



We offer a competitive and attractive compensation package, including:

- Uncapped earning potential
- Performance sales culture
- Comprehensive medical/benefit coverage

Company Overview:

For more than 45 years, The Center for Leadership Studies (CLS), founded by Dr. Paul Hersey, has been the global home of the original Situational Leadership® Model.

With over 14 million leaders trained, Situational Leadership® is the most successful and widely adopted leadership model available. Deployed in more than 70% of Fortune 500 companies, Situational Leadership® transcends cultural and generational differences and equips leaders around the globe with the skills necessary to address a specific challenge, drive behavior change and increase productivity. CLS' diverse product portfolio includes a comprehensive off-the-shelf leadership curriculum founded on our proven, research-based competency model. In addition, CLS has more than 25 years' experience designing and developing award-winning custom training solutions.

CLS services customers both domestically and internationally through an extensive network comprised of over 200 learning professionals in more than 30 countries. Our global affiliates and facilitators understand the nuances present in each culture, allowing for the delivery of innovative, high-quality training programs in localized languages.

Our Future:

The need for effective leaders isn't going anywhere; if anything, the demand for effective leaders at every level of the organization will increase moving forward.

Looking into the future, it is our goal to stay ahead of the demand to build better, more effective leaders by developing content and delivery methods to speed the assimilation of knowledge and turn it into deployable behavior changes that can truly benefit your organization and its most valuable assets...its people!

At The Center for Leadership Studies – We Build Leaders™!

Our Values:

At The Center for Leadership Studies we view each customer opportunity as a long-term partnership. In such relationships, we believe that the values of the people that you choose to do business with can have an equal impact on the success of your learning endeavors as can the technical skillsets. Put a different way, we feel it's important for you to know who we are and what we stand for. Below are the values we strive to live by each day. They represent the expectations that we have for each and every CLS team member:

Be Responsive: Service Is Inside And Out

Do what you say you are going to do when you say you are going to do it. Don't over promise and never under deliver

Embrace Teamwork: Invest In Others

Strive to continually develop and nurture your base of personal power

Own Your Actions: Take Personal Responsibility

Follow through on your commitments with relentless attention to detail, completion and results

Maintain Your Integrity: Do the Right Thing

Communicate openly and honestly: Develop a reputation grounded in personal and professional credibility

Have Fun: Take a Minute to Smile

Enjoy the journey (celebrate victories; keep setbacks in their proper perspective). Embrace the fact that work and fun are NOT mutually exclusive terms