

Client Development Director Job Description

Client Development Director Job Purpose:

Client Development Directors have an opportunity to continue the international expansion of this fast-growing Project Planning Consulting Firm. We are seeking an independent, self-starter to join our team at a very exciting time of growth. Reporting directly to the Executive Vice President of Client Development, the Director Client Development will be a key contributor to our continued success in the change and project management consulting industry through the marketing, sales, account management and delivery of consulting services and solutions.

Job Location: Buffalo, NY or Toronto, Ontario with remote working options

The Client Development Director Can Expect:

- Proving exceptional ability in the individual development of clients
- An adventurous, stimulating, fast paced environment
- An opportunity for independence and autonomy where success is rewarded
- Education in the applications of all LAMAC Group consulting tools, programs, methodologies and services
- Collaboration from a team of highly skilled and client-focused peers
- Commitment and support from company leadership

Qualifications:

- Bachelor's Degree required; Advanced degree is a plus
- 10+ years business management experience required with experience with budgeting and P&L management of revenues in excess of \$10M
- 10 year track record of success in building long-term trusting relationships with C-level executives in complex business environments
- Demonstrated experience leading and building markets and sales teams
- Demonstrated success solution selling in a consulting environment
- Ability to write proposals and implementation plans for services
- Experience creating and executing an effective and strategic sales plan
- Experience working with multiple services and variable solution opportunities
- Experience working in an environment of high accountability

- Extensive knowledge of business/economic environment
- The ability to contribute to ongoing innovation
- Ability to operate effectively in a fast-paced, competitive marketplace

About LAMAC Consulting: LAMAC offers strategic project consulting services with a focus on project management (technical planning) and change management (people planning). If your organization is undergoing a transformation, we can help to plan the project and to prepare the people.

Compensation: Aggressive commission-based compensation. Equity options available for senior resources who are promoted into executive management ranks.