

JOB POST: External	
Job title:	VP of Client Partnerships
Division:	Sales, US Based
Reporting to:	Chief Growth Officer
Contract Type:	Permanent, full-time (flexible and part time working considered)
Location:	Remote

Overview

At Talking Talent, for over 15 years, we've helped some of the world's biggest brands build inclusive, fair, and opportunity-filled work environments. We are a coaching and talent development company on a mission to inspire more equitable and inclusive work environments where no aspect of any individual's identity gets in their way.

As we continue to expand, we are seeking a highly motivated VP of Client Partnerships with a strong background in project and account management to help accelerate our growth.

Role summary

As the VP of Client Partnerships, you will be a senior figure in the Talking Talent sales team and will be directly responsible for significant revenue growth. Reporting directly to the CGO, you'll collaborate closely with the client success and growth marketing teams to optimize growth and client success strategies. This position requires a hands-on, self-motivated, experienced, and emotionally intelligent individual with intellectual curiosity and a proven track record of managing and growing a portfolio of business. The ideal candidate will be a results-driven professional with a passion for DE&I and coaching.

What you'll be doing

- Partnering with the CGO to optimize growth strategies and ensure seamless execution
- Developing and executing sales strategies, managing key client relationships, and ensuring the achievement of sales targets
- Driving new business through new logo acquisition and expanding our existing client accounts to an agreed target
- Exhibiting and role modelling a customer-first approach throughout Talking Talent
- Partnering with colleagues across functions to drive customer outcomes, impact and retention
- Adopting data-driven strategies that meet both long-term and short-term growth targets
- Supporting with sales forecasting, budgeting, contract management and negotiation
- Optimizing our sales tech stack - Salesforce, LinkedIn Sales Navigator, Apollo IO, HubSpot, and more
- Regularly communicating progress on the new business pipeline and contributing to presentations for the Board and ExCo.
- Identifying new market opportunities, industry trends, and potential revenue generating partnerships
- Leading and mentoring more junior sales colleagues

- Driving tangible results including closed contracts, high customer retention, and successful customer metrics year-over-year
- Serving as a brand ambassador in all interactions in the market and at key industry events and forums including delivering conference presentations and hosting industry round tables
- Partnering with the client success team to maintain and grow relationships with existing clients

Must haves for the role:

- A strong commercial background and proven experience of managing a portfolio of revenue in the region of \$3.5-4m per annum in a related business
- Proven experience as a senior leader in Sales and Marketing, preferably within the coaching, DEI, organizational change, or leadership development industry
- A degree level qualification in a relevant subject (e.g. psychology, marketing, HR, Business)
- A recognized personal brand in DEI, Coaching, Organizational change, and a vibrant network of contacts in the HR / DEI world
- Demonstrated success over-achieving on revenue targets and closing \$MM deals
- Ability to collaborate and communicate effectively across all organizational levels and with external partners and stakeholders
- Exceptional time management skills and detail orientation
- Skilled at insight-based, consultative selling (e.g. Challenger sales)
- History of success/goal orientation and ability to persevere when faced with challenges
- Ability to engage others and develop value added relationships at all levels of an organization
- History of going above and beyond for the team's overall success
- A growth mindset and an appetite for experimentation and trying new things
- Ability to process and understand information quickly in order to make actionable, intelligent decisions
- Strong understanding of DEI industry trends, market dynamics and customer buying behavior
- A passion for the work we do and direct experience of delivering DEI and coaching solutions

What we can offer:

We offer a range of benefits including:

- Salary range \$125,000 - \$160,000
- Discretionary annual bonus eligibility
- 401k with employee match
- 25 days' vacation (FTE) in addition to 8 holidays
- 6 days sick leave (FTE)
- Company closed between Christmas day and New Year's Day
- Flexible working
- Remote working
- Employee Assistance Program
- Permanent, full-time (part-time working considered)
- The opportunity to experience and contribute to the success of a fast-growing, PE-backed organization.



How to apply:

To apply for this role, please email careers@talking-talent.com including your resume and a thoughtfully written cover letter demonstrating how you meet our person specification.

Talking Talent is an Equal Opportunity Employer. We provide equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, religion, sex, disability, sexual orientation, age, marital status, maternity and pregnancy and gender reassignment.