

About Leadership Resources

Since 2003, Leadership Resources has been dedicated to promoting the importance of long-term leadership development for individuals and companies. We have a passion for growth, and growth can be uncomfortable. It's easy to say "I get them," yet are you willing to be all-in and live our values? Every day, we strive to make a difference; To help leaders achieve the vision of their business. Each day brings new opportunities to aid in the development of high performing leaders and create cultures of accountability. As a small business, our group of close-knit team members, fully participate in all aspects of our business, and support one another in any way we can. Our team truly cares for one another and embraces a culture that reinforces our core values, which are:

- **Authenticity** – No guesswork necessary...consistent, respectful, and straightforward
- **Continuous Development** – Never settle for the status quo...have a thirst for learning and growing
- **Get \$hit Done** – Be purposeful...take time to dream, and when it's time to make it rain, intentionally do the things that make it pour
- **Love What We Do** – Life's too short to be miserable! Smile and help those around you smile. Be contagious.
- **We're Better Together** – The sum of our individual efforts combined with our timely teamwork make us ROCK!

Are you ready to bring your talent to our team & help make the impossible possible through people?

What you will do?

The ideal Sales Professional is committed to the growth of our clients and Leadership Resources through building long-term results centric relationships. A healthy balance of teamwork (We're Better Together) and individual performance (Get \$hit Done) is required for success. He/she uses their talents to understand client pain points, communicate how Leadership Resources can solve those issues, close sales in a timely manner, and maintain an ongoing professional relationship with client senior level executives.

Practicing our core value of "Love what we do" -- this LR representative will be a critical influencer and connector to the community, for our clients, and, for their team members. This multi-tasker has strong professional presence including excellent written and verbal skills, grooming, social etiquette, and character.

This Sales Professional understands the importance of results, while being respectful, detail oriented, responsible, and driven.

Necessary Talents

Empathy

- Identify and react accurately to the behavior and emotions of customers
- Identify other people's feelings/frustrations objectively without necessarily agreeing with them
- Establish rapport easily and put people "at ease" in their presence
- Listen with the intent to understand
- Be curious; Ask questions that require more than a yes or no answer

Focus

- Be goal-oriented and have the ability to articulate goals clearly and assign timelines
- Work independently, but be willing to accept direction when necessary
- Possess the self-discipline and conscientiousness to service customers and develop the business from that customer on successive sales calls

Responsibility

- Possess an appropriate sense of urgency, as exemplified in the need to see the sale progress and to bring situations to a resolution
- Anticipate consequences and evaluate alternatives before acting
- Don't make excuses for a situation; Take action when situations require action
- Maintain a positive outlook towards situations and people; Admire, and not to criticize
- Accept valid criticisms and suggestions for performance improvement

Optimism

- Have the initiative and the ability to focus on opportunities and solutions
- Focus on what can be done as opposed to what cannot be done
- Don't allow rejection to affect future performance
- Have persistence in forcing an important issue even in the face of possible rejection

Competitive

- Enjoy competitiveness and constantly look for ways to measure yourself against your peers
- Believe in sales as a profession that gives you personal enjoyment and fulfillment
- Be driven to win

Skills

Required

- Minimum of 5 influential centers of influence
- 4 years of business experience
- 2 years of experience with consultative selling
- Demonstrated ability to write professional communications (proposals, presentations, etc.)

Preferred

- 5+ years of business experience
- 5+ years of experience with consultative selling B2B selling a service
- Demonstrated ability to write professional communications (proposals, presentations, etc.)
- Experience delivering or selling leadership development and/or strategic planning services
- Comfortable speaking one-on-one or to groups of people
- Comfortable consulting with clients in-person, via conference call, or virtually
- Advanced degree