

# Strategic Growth Advisor Position Profile

## Qualifications

The ideal Strategic Growth Advisor is committed to learning and supporting an environment of life-long development. This individual knows and understands what it takes to provide guidance and leadership coaching in a group setting, as well as one-on-one. This individual is comfortable managing their own calendar and able to quickly transition from one client to the next. He/she uses their skills to coach clients with a variety of learning styles and can just as easily build relationships with line-level employees, as with senior level executives.

This approachable, personable coach and facilitator leads by example and empowers people by sharing information. As a people-person, he/she is a true team player who is a good teacher and advisor. This multi-tasker has excellent written and verbal skills and is not only professional, well-dressed and organized but is also responsive and timely. They are a master at professional, written communication, comfortable writing an email to a client or an article or blog for publication. Being ethical and honest comes naturally to this person. Collaborating and getting input from team members is expected, yet they are independent and take responsibility for achieving their roles, measurables, and expectations.

The ideal candidate should be positive, confident, and passionate. Being empathetic and calm under pressure is just as important as being a straight shooter. This person should be highly relational, dynamic, collaborative, and motivated, as well as have a sense of humor. This Strategic Growth Advisor understands the importance of being respectful, detail-oriented, responsible, and driven. Ultimately, this person makes us better as a team and company.

## About the Job

The responsibilities of the Strategic Growth Advisor include, but are not limited to, the following:

- Developing and maintaining long-term relationships with C-level leaders and leadership teams
- Leading Accelerate Operating System (Accelerate OS) Implementation with leadership teams (Teaching, Facilitating, and Coaching leaders on the Process and Tools) in a conference room or online
- Doing an optimal amount of preparation for successful client delivery without over preparing, yet have the ability to pivot in a moment's notice to an alternative approach based on the immediate need of client
- Providing ongoing leadership guidance for clients with occasional executive coaching or consulting
- Managing, tracking, reporting metrics for both personal and client performance
- Meeting with clients to review their ROI from engaging in our services
- Understanding and reporting client challenges, concerns, and at-risk status
- Speaking and delivering presentations to groups of all sizes
- Communicating both verbally and in writing with clients and the Leadership Resources team
- Identifying other potential sales opportunities and involving appropriate Leadership Resources team members
- Representing Leadership Resources at community events, consistently modeling our Core Values

# Specifications

## Required

- 10 years of business experience, in multiple organizations
- 5 years of leadership coaching to internal employees or external clients
- Demonstrated ability to write articles, blogs, or other client-facing communications
- Demonstrated experience speaking in front of people – training, teaching, or facilitating discussions (in-person, via conference call, or virtually)
- 4 Year Degree or equivalent experience

## Desired

- Previous exposure to Operating Systems in an organization or facilitating it for others (Examples: Scaling Up, EOS, E-Myth, The Great Game of Business, Four Disciplines of Execution, etc.)
- More than 15 years of business experience in multiple organizations
- Experience in multiple roles, including ownership and C-level responsibilities
- 10 years of facilitation and leadership coaching experience
- Demonstrated experience delivering training and development content in-person, via conference call, or virtually.
- Demonstrated ability to drive and influence business results
- Executive and/or leadership coaching certification

# Why join Leadership Resources?

Since 2003, Leadership Resources has been dedicated to promoting the importance of long-term leadership development for individuals and companies. We help our client's develop productive habits that positively impact their business based on their definition of success. We are a group of life-long learners, who are committed to the betterment of our clients, co-workers, and community. With a professional, but laid-back family atmosphere, Leadership Resources offers a generous paid time off policy, which reinforces the importance of families in our lives. As a small business, our group of close-knit team members, fully participate in all aspects of our business, and support one another any way we can. Our team truly cares for one another and embraces a culture that reinforces our Core Values. If your Core Values match ours, let's talk!

- **Authenticity** – No guesswork necessary...consistent, respectful, and straightforward
- **Continuous Development** – Never settle for the status quo...have a thirst for learning and growing
- **Get \$#it 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!