

Client Development Manager – (Remote Position):

Strategyn has a great opportunity for a Client Development Manager to join our successful team. The ideal candidate will have experience selling innovation consulting service engagements to Fortune 1000 companies.

Qualifications

- Experience as a client or business development manager
- Experience selling to Fortune 1000 Companies
- Experience selling services; preferably innovation consulting services
- Experience growing accounts using a “land-and-expand” strategy
- Experience using Hubspot
- The ability to communicate with product managers, directors and VP’s

Responsibilities

- First contact with inbound leads through email (we have a strong inbound lead program)
- Help new clients learn about our methodology by providing them information and connecting them to the right resources within the firm
- Gather critical information about their situation to share with Strategyn senior team members that will work with you on the client development process
- Follow a defined client development process that makes the most out of all inbound contacts from interested clients
- Move the relationship toward proposal, help writing proposals, and then helping complete the process to get the project closed and set up for our delivery team

About Us

Strategyn is a strategy and innovation consulting firm that delivers product, marketing, and business model strategies that accelerate growth. We identify new market opportunities and help our customers create groundbreaking products using Outcome-Driven Innovation (ODI), our patented strategy and innovation process that transforms jobs-to-be-done.com theory into practice. Since 1991, we have helped the world’s leading companies launch some of the fastest-growing products in history across a wide variety of industries.