



## **Business Development/Sales Associate**

**Are you skilled at cultivating revenue through long term client relationships and are looking for a role with a global thought leading consulting firm that also provides you with excellent work life balance? If so, keep reading!**

### **Who We Are:**

Denison Consulting is a global management consulting firm that helps clients respond to World Transforming. We provide world-class diagnostic assessment tools and high-impact consulting solutions that help clients transform their culture and strengthen their leadership to optimize organizational performance. Our consulting and diagnostic tools are rooted in 25+ years of on-going research and are used by clients and consultants around the world to manage organizational change and develop leaders. Denison is an inclusive environment that provides opportunities for all employees to be thought leaders and directly impact the continued success of the business.

### **Who You Are At Denison: Your Role**

You'll work cross-functionally with the Sales and Marketing team and to build the Enterprise Revenue stream through the whole client life cycle from upstream activity to curating long-term deep relationships with client organizations and partners around the world. Through this role, you are key to supporting our team's mission to generate revenue streams with data-driven insights, to develop cutting-edge products and business solutions centered on the core and generate thought leadership streams through multiple digital platforms. Key responsibilities include:

- Regularly respond to and qualify inbound leads through proactive customized outreach based on market-research of emerging trends in industry, sector, economic dynamics
- Coordinate qualified leads through the client life cycle from proposal-writing, negotiations of statements of work, and Support consulting partners and client organizations through the duration of a client engagement, after the sale
- Coordinate with various internal Denison Business units through multi-year contracts, repeat business cycles, and life cycle (R&D, client managers, consulting practice, Finance/IT).
- Collaborate with team members on new innovations for outbound revenue generation strategies, for global branding our thought leadership, and enhancing our global partner network and client engagement experience.
- Maintain and update business intelligence information in a customer relationship management (CRM) system, and it's integration with project management platform.

### **About you:**

You are excited about the opportunity to generate new revenue streams through long term relationships with C-Suite Executives. You would enjoy working with global clients and thrive anticipating their needs. You are a team member with entrepreneurial mindset and flexibility to collaborate cross-functionally in virtual work environment to achieve client success.

### **What Sets Denison Apart:**

- Denison has provided worldwide thought leadership in organizational culture and leadership development for over 20 years. We have worked with thousands of clients in all different industries, including numerous Fortune 500 companies. We do business on six continents.



- Denison is committed to building and developing a diverse, equitable, and inclusive workforce to improve our capabilities and competitiveness. Applicants from historically under-represented groups are strongly encouraged to apply.
- Flexible, supportive, and collaborative work environment. Ideal for working parents.
- Entrepreneurial, growing business where every employee can make an impact.
- Plentiful opportunities to develop new skills through cross-functional projects and gain experience in new areas.
- Robust benefits plan including paid time off, medical, dental, short/long-term disability, and life insurance.
- Quarterly profit-sharing with unlimited upside potential and annual discretionary bonuses.

If you are interested in applying, submit your resume and/or accompanying video through the employment channel or to [careers@denisonculture.com](mailto:careers@denisonculture.com), and/or to Margaret Gorman, Vice President Sales & Marketing Team ([mgorman@denisonculture.com](mailto:mgorman@denisonculture.com)). Submission of an application does not constitute or imply employment. As an Equal Opportunity Employer, we offer reasonable accommodation to our employees. For more information, please contact us at (734) 302-4002 or [Careers@DenisonCulture.com](mailto:Careers@DenisonCulture.com)