



# Client Partner



**Job Title: Client Partner**

**Reports to: North China Head**

**Location: Beijing**

**Job Summary**

The primary role of the Client Partner is to present FranklinCovey solutions to key decision makers within targeted industry/territory and grow sales revenue within those accounts. The Client Partner will build mutually beneficial business relationships, present compelling presentations and close business. This is a largely independent field sales role for a Client Partner with a high degree of business maturity. Through training, this individual will acquire expertise on FranklinCovey offerings including tools, work sessions, and training components for our solutions.

**Company Information**

The FranklinCovey helps organizations achieve results that require a change in human behavior. It draws from FranklinCovey's expertise in seven areas: Leadership, Execution, Productivity, Trust, Sales Performance, Customer Loyalty, and Education.

**Essential Job Functions**

- Key initiator of new business development targeting medium to large sized accounts for strategic penetration.
- Independently calls on mid to senior-level executives and other representatives to generate product, program, and consulting sales.
- Diagnoses and assesses client needs. Prescribes, designs and implements strategic interventions using the full range of existing or custom FranklinCovey content, products, and / or programs.
- Presents and provides individual client consultations in context with overall intervention strategy as needed.
- Writes and oversees effective business proposals.
- Closes business consistently within the FranklinCovey guidelines developed for product and services mix and pricing.
- Tailors standard programs to meet individual client needs.
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- Designs account strategy and business development to develop new and existing accounts.
- Develops and executes on territory marketing and management plan to meet and exceed monthly revenue targets.

## **Requirements**

This position requires a minimum of 5 years of experience in corporate sales, preferably in a professional services environment selling to large companies and MNCs. A stable work history and successful track record of personal sales performance in a large corporate environment is essential. Requires a consultative sales background with demonstrated skills in the areas of lead generation, forecasting, prospecting and driving opportunities to closure.

Degree in business or related field is preferred. A well-developed pattern of achievement, competitive skills, energy, motivation, enthusiasm, and integrity is critical to success in this role. Strong verbal and written communications skills are essential; must be able to create and deliver compelling, polished sales presentations to both line leadership and senior corporate executives within target companies.