



Client Partner



Job Title: Client Partner

Reports to: East & South China Head

Location: Shanghai

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.