

VP BUSINESS DEVELOPMENT

You're a Sales Professional, seeking work in an organization that will empower you to put your skills to use in an area of the business that truly impacts the bottom line.

One that offers challenge and growth, and the opportunity to truly fuse your passion for people and human development. A company where you can make an impact, and be recognized as a valuable team member.

Eagle's Flight is that organization, and we're in search of a VP, Business Development to join our team. Our team is growing quickly, so sound judgement, creativity, accountability, and the ability to manage competing priorities will be critical to your success. You must thrive on the opportunity to be part of a team committed to Eagle's Flight's point of difference: Changing behavior to improve performance.

Drive the development of the regional market through direct association with leaders and decision makers interested in improving people's performance. This individual will be accountable for individual sales numbers and will be responsible for superior customer service to the marketplace.

Sound like you? If so, find more details on the following page.



This Role Will Focus On:

- Sell all Eagle's Flight programs to regional clients.
- Solve customer problems through the use of Eagle's Flight programs.
- Deliver excellent customer service and absolute quality when servicing the customer's needs and promoting creative training excellence to the global market.
- Accountable for individual sales numbers.
- Plan future sales by account for each budgeting year.
- Develop relationships with targeted clients by way of monthly/bi-monthly touches.
- Create proposals to clients in response to specific business objectives for their upcoming meetings or conferences.
- Administrative functions include the following:
- Respond to requests for information by inputting data in CRM; send out information.
- Research industry related statistics and data (business trends and training in the global marketplace).
- Assist in facilitations targeted specifically at the regional market.

You Must Have:

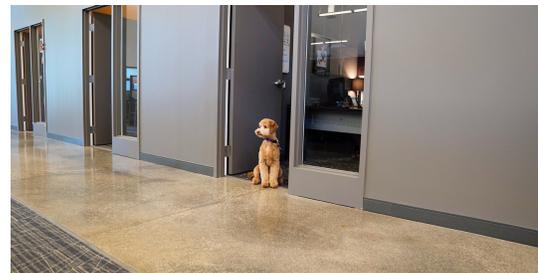
- Understand business in North America including their expectations and needs.
- Possess great communication and interpersonal skills.
- Possess solid skills in matching client needs while still maintaining company commitment to branding, program integrity and profit margins.
- Match big picture understanding with sales goals.
- Superior customer service skills.
- Three to five years of sales experience.
- Knowledge of databases.
- Great writing skills.

About the Team You'll Be Joining

*Exceptional Service · Absolute Quality · Genuine Friendliness
· Leadership Excellence · Ethical Profit*

Our team is renowned for the ownership they take in the quality of their work and delivering incredible outcomes together. As a result, we are a close knit team that is energetic, and collectively owns creating a positive environment. We do this through our strong commitment to our values.

Eagle's Flight employees who demonstrate high performance and commitment have the opportunity for career development and advancement within our team.



If this sounds like you, we'd love to hear from you!

To apply, please send the following **three things**:

1. Cover letter
2. Résumé
3. 1-2 minute video telling us about yourself **AND** why you want to join the Eagle's Flight team.

Applications can be sent to comesoarwithus@eaglesflight.com. Please include **VP Business Development** in your subject line.

We thank all applicants for their interest; however, only those selected for further consideration will be contacted. If you are a person with a disability and require accommodation to successfully apply, please email us to make your accommodation request.