

Company: Creative Talent Endeavors
Position: Relationship Manager
Based: Remote

Creative Talent Endeavors is a retained executive search firm founded in 2017 with a commitment to do executive search differently. Our mission is to create a world where potential and opportunity meet, and we work every day to help our clients meet their talent needs. We offer retained search services for senior-level roles, as well as advisory services for talent functions facing broader challenges. Clients range from VC-backed start-ups to multibillion-dollar global organizations with household names.

Reporting to the Head of Client Partnerships, the Relationship Manager will be responsible for expanding relationships with current clients, maintaining connection with key strategic partners, and targeting new business by developing lasting, meaningful relationships. The ideal candidate will have a foundation in recruiting or consulting services with a desire to transition to a sales position styled with a consultative approach. This role will focus on building business in various industries. The compensation model is very competitive and is flexible based on the candidate with a blend of base salary and commissions.

SCOPE OF THE ROLE

- Act as a consultant to understand the specific needs and culture of clients as well as the trends that impact their industry
- Drive new business by identifying and developing relationships with new clients as well as growing existing partnerships
- Collaborate with the business development team to set strategy and growth objectives
- Examine market conditions identify potential opportunities for new business
- Execute the sales process from end to end, including delivery of sales presentations both in person and virtually
- Negotiate contracts with clients to drive growth while maintaining strong profitability
- Collaborate with team members throughout the sales and execution process, leveraging the expertise of colleagues and supporting the team when needed
- Work with minimal oversight in a highly communicative remote environment
- Attend relevant industry conferences and events to engage with potential clients and partners in person
- Maintain and manage CRM system

EXPERIENCE & SKILLS

- Track record of success in business development in the management consulting space, being solely responsible for generating \$500,000 in revenue each year while bringing in multiple new clients each year, for at least 2 years

- Strong executive presence, with ability to effectively communicate with senior business leaders and lead highly nuanced relationships
- Operate with a value-add mentality
- Innate curiosity, paired with an analytical mindset
- Ability to lead multiple projects and deadlines while maintaining a standard of excellence
- Superior written/verbal communication public speaking/presentation skills
- Undergraduate degree

COMPENSATION & BENEFITS:

- Strong base salary with competitive commission structure
- Flexible scheduling and fully remote work environment
- Fortune 500-level suite of benefits, including matching 401k
- Significant potential for future growth
- Results-oriented work environment
- Freedom and encouragement to bring your whole self to work