

## CLIENT DIRECTOR

A head of corporate business development role, reporting to CEO



### ABOUT THE ROLE

We are searching for an ambitious and extremely personable **Client Director** to join Positive at a pivotal moment of acceleration. The need for psychological skills has never been greater, and with a new vision and three-year plan we are chomping at the bit to get going.

Reporting to Will - our CEO - you'll lead on corporate business development at Positive and manage our most important clients. We're looking for someone who's bright, personable and passionate about psychology. This is a high-growth role with significant opportunity for the right person.



### ABOUT POSITIVE

Positive empowers leaders and their teams – in the workplace and in schools – with the psychological skills to adapt and thrive.

Psychological skills bring the mind into focus. They help people understand their brains and proactively improve their mental health and performance – for themselves and others.

How we work:

- We're **future-focused**, building skills that help people be resilient in the face of challenge, to seize opportunity and adapt to change
- We use **cutting-edge science**, translating insights from psychology and neuroscience into practical knowledge and tools
- We **start with leaders**, whether in schools or the workplace, empowering them to lead by example and foster the same transformational skills in their teams
- We **change behaviour**, encouraging people to behave as scientists, experimenting as they go
- We're **data-driven**, using data to build motivation, show people where to focus their efforts, and help them track their progress

We have a fun, supportive and hard-working team culture. We're passionate about our mission and proud of the team environment we've created. Our two most important phrases are: 'together we can' and 'enjoy the journey'. We make sure that work is fun, as well as meaningful.

We take huge care in who we hire. If you're brilliant and kind, you'll fit right in.



## YOUR RESPONSIBILITIES

**Managing the end-to-end sales process, from qualified lead (SQL) through to close:**

- Leading all new sales conversations
- Building trusted relationships with senior and c-suite executives
- Aligning Positive products to client needs
- Creating quality sales materials, including pitch decks and proposals
- Leading and coordinating client pitches
- Negotiating and closing deals
- Briefing the Positive delivery team in preparation for implementation
- Synthesising market insight to inform marketing and product development

### **Managing existing clients**

- Nurturing existing strategic accounts across a range of sectors e.g. pharma, retail and professional services

### **Optimising the sales process**

- Testing new innovations in the sales process to optimise its effectiveness
- Codifying and communicating best practice sales actions and tools
- Using HubSpot reports to monitor progress and inform action



## ABOUT YOU

This is a critical role for the business and we're looking for a very special person for it.

### **Qualities we're looking for:**

- Brilliant relationship builder: trustworthy, authentic, charismatic
- Emotionally intelligent – you understand what makes people tick
- Have presence – you can hold a room, people listen to you
- Excellent listener
- Strategic and structured thinker
- Brilliant communicator (speaker and writer)
- Strong attention to detail

### **Ideal experience and qualifications:**

- Background and / or deep interest in psychology
- Outstanding academic background
- Consultancy and / or B2B sales experience (marketing experience a bonus)
- HubSpot or other CRM knowledge

### **Important things to know:**

- Competitive salary and incentives
- Flexible working
- Beautiful co-working space in London
- Supportive and inclusive team culture

To apply, please send a CV and covering letter to [hattie.crosthwaite.eyre@positivegroup.org](mailto:hattie.crosthwaite.eyre@positivegroup.org).