

**Company:** Evantec Corporation

**Website:** [www.evantec.com](http://www.evantec.com)

**Title:** Business Development – Professional Business Consulting Services – Pacific Northwest & CA

**Type:** Professional

**Pay Rate:** Commissioned

### **About Evantec**

Evantec is a 12 year old business consulting firm based in Southwestern, WA, San Francisco, CA and headquartered in Newport Beach, CA. Evantec provides a wide range of business consulting services focused within four (4) practice areas: Change Management, Learning Solutions, Marketing and Communications and Program and Product Management. Evantec's Learning Solutions practice currently provides blended learning, leadership development, soft skills and technical training. Our remaining practices areas offers a full complement of services in Change Management, Internal Marketing and Communications, Branding, Web Technologies and Program and Product Management to medium to large companies in six (6) countries.

### **Opportunity Summary**

Evantec is seeking qualified candidates for commissioned sales positions for the following territories:

- Pacific Northwest
- Northern California
- Southern California

### **Position Summary:**

Evantec is seeking qualified and experienced sales executives, business development/account management professionals in three (3) of our regional business areas. The appropriate candidate should be self-motivated, energetic, creative and diligent and have extensive past experience and knowledge of business consulting services with particular past performance in the leadership development, employee performance, training and organizational development practice areas. If you thrive on problem solving in a professional, sociable atmosphere, possess an exemplary work ethic, are passionate about the training and development industry and have a proven successful track record for consultative sales results, this may be the opportunity you are looking for.

### **Ideal Candidate Profile:**

- Strong network of director level or higher contacts in the corporate management, operations, sales, human resources and development organization within medium to large companies specifically in the high-tech, financial services, legal, pharma/biotech and manufacturing industries.
- Proven experience in consultative selling to director, VP and C-Level contacts.
- Experience in generating continuous incremental sales while developing a consultative sales relationship within organization.
- Proven knowledge and understanding of complex, long term business consulting engagements.
- Superior written and verbal communication skills with the ability to foster and promote open exchange of ideas and knowledge.
- Ability or willingness to conceptualize and write proposals with subsequent development and delivery of presentations and demos.
- Understanding and ability to complete state, local and federal RFPs and conduct the necessary management and follow-up.
- Ability or willingness to identify and attend appropriate networking events, industry conferences and trade-shows.
- Ability to strike a balance between persistence and needs based selling.

- Understanding of management, training and change management services for Fortune 500-1000 clients, particularly within web-based training delivery and blended learning technologies.

**General Requirements:**

- Minimum of ten years of experience in the training, development, leadership and/or management consulting arena
- Proficient in Microsoft Outlook, Word, Powerpoint and Excel
- Familiarity with Web Based Meeting Applications and Conference Calling Systems
- Fully equipped home office and reliable transportation. (100% Virtual Work Environment)
- Legal resident of the US.
- Ability to travel by car up to 4 hours.

The successful candidate can grow this position into a great salary and benefits opportunity depending on company earnings related to sales efforts.

Please e-mail your resume and letter of interest to [careers@evantec.com](mailto:careers@evantec.com)