A CALL FOR A SUCCESSFUL SALES PROFESSIONAL WITH A PASSION TO BUILD
CAPABILITY: OPPORTUNITY TO JOIN THE LEADING GLOBAL COMMERCIAL
CAPABILITIES CONSULTANCY

Sales Capability Vice President - US


ABOUT BRAND LEARNING:

Brand Learning is the leading capability consultancy with unique expertise in lifting the capabilities of people and organisations to drive customer-centered growth. Founded 15 years ago to fulfil a specific market need: to help drive our clients’ marketing and commercial excellence by developing the capabilities of their teams. We are unique in our focus to deliver practical, enduring solutions – aiming to change the drivers of commercial performance and deliver results for our clients. Since our origins in the UK, we have grown to a team of over 160 people operating globally from our offices in New York, London and Singapore. We work with over 150 clients including: Kellogg’s, PepsiCo, Unilever, Novartis and Shell to name a few, and put our clients’ needs at the centre of everything we do, building long term successful partnerships. We are very proud of having created and established Commercial Capability Development as an exciting consultancy category.

Given our continued client success and growth, we are looking for an exceptional individual to join our team to help spearhead our growth in the US and to deliver high quality capability programs and a level of service our clients have grown to expect.

WHAT ARE WE LOOKING FOR – THE PROFILE OF A SALES CAPABILITY VICE PRESIDENT:

Because of our unique proposition and services, we look for people with a very special profile. Besides proven experience (typically over 15 years) in senior Sales roles in organizations known for their branded sales and marketing excellence, we look for a passion for developing capabilities in others. The ideal candidate would have broad Sales experience in Customer (Trade) Marketing, Shopper Marketing, Category Management, Customer Management and Field Sales. To be successful in this position the person will be expected to play an integral role in opening up revenue opportunities both within our existing client base as well as identifying and pursuing potential new clients. With a genuine desire to excel in a service oriented role, they will be comfortable discussing the future of Sales with Sales leadership teams and CEOs in different industries, but will also be able to operate in a non-hierarchical environment, where all of us have to roll-up-our sleeves. They will be on top of what is leading edge in the Sales arena and the implications for organizations. They will be involved in shaping new thinking in sales, developing tailored learning/change management programs as well as managing projects to deliver outcomes within expected time, cost and budgets. They will facilitate engaging workshops and help participants learn and practice a new way of selling. Finally, they will be part of a global team of like-minded high calibre colleagues who together will further grow Brand Learning in the US and be part of a global success story!
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NO DAY IS THE SAME IN THE LIFE OF A BRAND LEARNING SALES CAPABILITY VICE PRESIDENT. TYPICALLY WE MIGHT:

• Drive new business development through our personal network and new client contacts that tend to happen through referrals from happy clients.
• Engage with Commercial Leadership teams to explore their vision and purpose for the sales/commercial functions in driving business objectives and strategies
• Assess organization capability gaps (through a variety of methods) in areas such as Customer Management, Shopper Marketing, Customer Marketing, Revenue Management and ‘joining up’ marketing and sales
• Co-create and shape a Capability Strategy and Plan to drive learning and performance improvement in teams and deliver tangible results
• Advise on customer-centered organization design and operating models
• Design learning experiences for a variety of learning/change programs (including face-to-face workshops, virtual classrooms, e-tutorials)
• Facilitate learning events and Live Action workshops, using our expertise to help participants develop skills and behaviors to deliver better results and enhance their careers
• Devise and create ‘on the job’ elements required for sustaining learnings and performance on going (e.g. Role Profiles, Career Roadmaps, Coach the Coach, Leadership Programs).

WORKING AT BRAND LEARNING:

We are building an exciting business in the US, and have a passionate and talented team where each and every one of us can make a difference. Brand Learning combines the structure and professionalism of a leading organization with a unique culture where people are highly appreciated for their skills, knowledge and experience and can continuously learn and create new thinking. We offer flexible ways of working, a competitive remuneration and benefits package and are proud to have won several awards recognizing Brand Learning as a great place to work!

If you think this sounds like you and you would be interested in applying for one of our exciting roles please send your CV to jackie.curtis@brandlearning.com

Follow us:

If you want to find out more please watch some of our team talking about what they do and Brand Learning’s unique company culture Click Here