



Client Development Professional

Since 2003, Clark Schaefer Consulting has been providing superior consulting services to the largest public and private companies within our business communities. During those years, we have established a reputation for delivering outstanding value-added services for a reasonable rate. Integrity, quality, respect, and innovation are core standards that we deliver to our clients, and therefore are traits we require in our staff. If you are interested in adding industry diversity, expanded professional skills, company operational improvements to your own work experience, then a role with Clark Schaefer Consulting is for you.

As a regionally based Firm, we offer an ideal work-life balance for those who enjoy client service roles but prefer to avoid the extensive travel and time requirements of the national firms. As a Client Development Professional, you will call and schedule meetings with assigned contacts based within the greater Cincinnati marketplace. The role is not for the “faint of heart” since the qualified candidate will need to have the daily discipline to make cold calls to local businesses and use their persuasive talents to arrange meetings. Only apply if this challenge appeals to you.

Primary Responsibilities:

- Identify and place cold calls to accounting/financial, internal audit, operational and technology executives and managers to set initial and follow-up meetings for our organization.
- Research companies, key decision makers, and industry trends to further develop the assigned territory.
- Develop, collect, and manage sales reporting data regarding weekly call activity, identified opportunities, forecasted sales and other related information.
- Maintain consistent motivational levels and calling discipline according to established goals, financial objectives and strategies.
- Represent the Firm in a professional and courteous manner at all times when interacting with members of the business community.

Education, Skills and Experience:

- Bachelor's degree in business or related field desired
- Business-to-business, consultative sales experience with professional services preferred.
- Self disciplined personality, driven to succeed.
- Prior demonstration of the ability to maintain consistent call levels while growing revenue.
- Ability to persuade and motivate prospects and clients.
- Strong desire to learn and improve personal skills.
- Strong analytical and presentation skills, including excellent written & spoken communications.
- Exceptional organizational aptitude, with ability to quickly and efficiently shift focus.
- Team oriented mentality
- General computer proficiency with Outlook/Exchange, Microsoft Word, Excel, and PowerPoint as well as Salesforce CRM software and internet research skills.

To Apply: Please e-mail your resume, cover letter and salary history to recruiting@clarkschaefer.com. For more information concerning our Firm and services, please visit www.clarkschaefer.com.

EOE/M/F/D/V. Please note that unsolicited resumes or candidate submittals from third party recruiting firms will not be reviewed or accepted.