



**Job Title:** Client Partner

**Reports To:** Chief Sales Officer

**Location:** Cincinnati, OH – Hybrid/Remote option available

**Job Type:** Full-time

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**Job Overview:**

We are seeking a highly motivated and experienced Client Partner to join our team at Carew International. As a Client Partner at Carew, you will play a crucial role in increasing sales revenue by managing key client relationships and implementing effective sales strategies. Your primary focus will be on identifying business opportunities, driving sales growth, and building strong client relationships.

Carew Client Partners are trusted advisors to their clients and the single-source strategic partner for all their sales, customer service, and leadership training and development needs.

**Essential Duties & Responsibilities:**

- Prospect for new business and sales leads and interface with current high-level clients to identify key business opportunities
- Develop and execute strategic sales plans to achieve revenue targets and business objectives
- Build and maintain strong client relationships with multiple decision makers and influencers resident within an account
- Develop and make professional presentations focused on features, advantages, and benefits linked to the clients' and/or prospective clients' strategic operational, financial, and/or marketing strategies
- Sell the entire line of Carew products, solutions, and services within each account
- Negotiate contracts, quote pricing, establish credit terms, and prepare sales contracts for all orders
- Work with client organizations' internal staff to keep account activities and literature up to date
- Conduct thorough field studies to understand clients' business reality and prepare training facilitators for engagement with clients
- Assist clients with the integration of Carew terminology and methodologies into daily activities, including linking Carew models and training to client competency developmental goals
- Utilize CRM tools (Salesforce and HubSpot) to manage sales activities, track pipelines, and generate accurate sales forecasts and reports
- Collaborate with cross-functional teams, including marketing and operations, to align sales efforts and ensure a seamless client experience
- Stay updated on industry trends, competitive landscape, and market conditions to successfully identify key business opportunities and drive continuous improvement

- Attend industry events as needed
- Support Carew's mission of creating value, supporting dramatic bottom-line results and serving as a strategic asset to our clients around the world

**Qualifications:**

- Bachelor's degree in Business Administration, Management, Sales, Marketing, or a related field preferred
- Proven track record of success in sales (4+ years preferred)
- Strong business acumen with the ability to analyze markets, identify opportunities, and develop effective sales strategies
- Ability to identify both short- and long-range growth opportunities based on an in-depth understanding of Carew and client strategies
- Knowledge of the sales training and leadership development industry a plus
- Solid understanding of consultative selling, negotiation techniques, and client relationship management
- Ability to work independently with minimal guidance, as well as be part of a larger team
- Ability to work in a fast-paced environment while remaining detail-oriented and an effective problem-solver
- Exceptional communication and interpersonal skills with the ability to build rapport and influence key stakeholders at all levels
- Willingness to travel as needed