



## Consultant Account Manager – SE Asia

### Location – Singapore

### Profile Statement

Founded in 1998, Results Coaching Systems is one of the largest and most respected global coaching organisations. We utilise science-based, results-oriented coaching methodologies to help individuals and organizations facilitate positive change. RCS has operations in 11 regions around the globe including Australia, Eastern Europe, Hong Kong, India, New Zealand, North America, Singapore, South Africa, South America, United Kingdom and United Arab Emirates. RCS has a coaching pathway accredited by the International Coach Federation. Our coaching systems are based on the latest findings in neuroscience, adult learning, systems and change theory.

As part of our strategic global plan, we are currently seeking a highly motivated and experienced Consultant to service our Asia region based out of our Singapore office.

### Role Overview

We require an experienced and highly professional consultant with the ability to operate as a subject matter expert for our RCS methodology. In addition, ideal candidates will be able to demonstrate past experience of having worked within or for large corporate client organizations in a coaching or leadership development role. There is a key emphasis on creating and developing a growing business within the corporate sector through building and managing strong client relationships.

### Duties / Responsibilities

- Develop as the Subject Matter Expert for RCS methodology within the Asia region
- Manage corporate client relationships through consulting engagements
- Develop sales and generate income through superior service and active up-selling
- Responsible for all corporate program delivery for Asia region
- Speaking at conferences and industry events to promote RCS service offerings
- Recruit and development of delivery teams to fulfil future regional sales and delivery needs
- Measurement and reporting all of RCS sales and marketing initiatives
- Delivery of key RCS webinars and other client driven initiatives

### Experience / Education

- Highly driven, and experienced individual with proven consulting and sales results
- Excellent written and verbal presentation skills with demonstrated ability to influence key outcomes
- Strong customer focus preferably gained within previous consulting engagements
- Experience having created and developed high performing teams
- Good understanding and track record of having built excellent client relationships within an Asian business environment
- Finely tuned organization and planning skills
- Previous experience of managing a sales and marketing budget

The role will report to the Chief Operations Manager and will be a key element of the regional team. There will be an extensive travel component within SE Asia to attend sales and marketing activities. RCS offers a competitive remuneration package including benefits and performance related incentives.