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## Vice President Information Technology Account Management Skills & Business Processes Training

The Brooks Group's Mission is to ensure our client's customer facing teams possess the business skills & processes to proactively engage their Key Decision Makers (KDMs) (whether internal or external), gain superior insights & utilize this knowledge to create & actively position a superior value proposition that enables them to consistently meet or exceed established business & financial objectives.

We do this through utilizing a blended learning approach of live training, e-learning, individual coaching, market research, as well as group Webinars.

We are well known & respected for training around our Account Management processes within the pharmaceutical industry. It is these business PROCESSES and their competent application that differentiate The Brooks Group's value proposition to our clients. Now the Company is seeking to expand to bring these AM best practices to the IT community.

Critical success factors for the successful candidate include:

- Your network & ability to consistently gain access to Key Decision Makers that have P&L responsibility and / or set strategic direction for the organization. These are the individuals that make the decision the organization is going to upgrade the business skills of the AMs, Sales Reps, and other customer facing teams.
- The Executive Presence to pull it off the above
- Very good platform delivery skills (that we will polish to excellent)

Qualifications:

- 3 years successful track record of Account Management within the IT industry
- Prior position with direct reports and P&L responsibility (preferred)
- Master's degree (preferred)