

***Client Partner / Business Development
Fast-Growth Retained Executive Search Firm***

New Jersey Location

Seeking a Rewarding Career as a Strategic Consultant???

Our newly designed headquarters office located in the center of historic, colonial Morristown, New Jersey offers a superb environment to deliver outstanding service in retained executive search and human capital consulting that exceeds client expectations. Epsen Fuller & Associates www.epsenfuller.com, is the US Partner of IMD International Search & Consulting, the world's 9th largest executive search and consulting firm, with 150 consultants and 40 offices around the world.

Reporting to the General Managing Partner, the successful individual will thrive on the challenge of strategizing to open new doors and will have the savvy to recognize opportunity and cultivate both new and existing relationships. A tireless "networker", the Client Partner will be responsible for developing business and generating search revenue within one of the industry sectors of the firm, as well as managing the client engagement throughout the full life-cycle. This individual will be the primary contact with the client throughout the life of the search and will also assure client satisfaction by directing a recruiting team in the execution of search assignments utilizing our unique and proprietary process.

Background and expertise should include:

- ➔ Minimum 10+ years experience as a senior consultant in executive search and/or a significant senior management career with Fortune 1000 sized organizations, preferably including expertise in a core industry germane to our business sectors and a strong core network of top-level decision makers within those industries;
- ➔ Competent in establishing fruitful relationships and a history of success cultivating those relationships into proven business revenue; Proven ability to understand the relationships between the various organizational components and players in sophisticated corporate organizations; Excellent personal presentation with a high degree of comfort and competence with C-level interaction;
- ➔ Deep understanding of the consultative sales methodology, acting as a strategic consultant to clients, with ability to develop effective strategies for creating trust, analyze complex business challenges and create solution scenarios leading to a successful close of the sale;
- ➔ Articulate, well-read and highly intelligent, possessing superior oral and written communications skills, as well as superior telephone presentation skills with proven ability to creatively obtain information and to influence decision making;
- ➔ Outgoing and assertive with a sales-type personality; Proactive, self-motivated and detail-oriented while not losing track of the big picture; Exhibits pride in their work; Superior work ethic; Personal maturity and good judgment are essential;
- ➔ Truly enjoys delivering value in a rapidly changing and often demanding work environment where teamwork and a partnership spirit are required and where a premium is placed on both the creative vision and its flawless execution.
- ➔ Bachelor's Degree, with a strong preference for higher education and/or additional career related credentials; multilingual proficiency considered a plus.

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