



KINGSDALE Advisors

- TITLE:** DIRECTOR BUSINESS DEVELOPMENT & CLIENT SERVICE REPORTING TO CEO
- EXPERIENCE:** 5 -7+ YEARS IN CLIENT SERVICE ROLE. RELEVANT EXPERIENCE MAY INCLUDE: LEGAL, FINANCIAL, STRATEGIC CONSULTING OR STRATEGIC COMMUNICATIONS. EXPERIENCE WITH “C” SUITE EXECUTIVES OR LEADERS IN AN ADVISORY CAPACITY IS AN ASSET
- EDUCATION:** MINIMUM HONORS DEGREE. MBA OR JD AN ASSET.
- ROLE:** SEASONED TEAM MEMBER WITH KEY RESPONSIBILITIES FOR BUSINESS DEVELOPMENT, EXECUTION OF CLIENT MANDATES & THOUGHT LEADERSHIP

Key Attributes & Competencies

- ***Business Development Using Knowledge Based Sales Approach*** – Proven ability to generate sales and develop relationships in previous roles. A willingness and ability to understand Kingsdale’s value proposition our business processes, applicability in relevant situations and drive sales based on specific knowledge. Intellectual curiosity leading to thought leadership in Kingsdale’s areas of service. Relationships within the financial and legal community are a key asset.
- ***Deep Client Service Orientation*** – Deep understanding of client service organizations and what it takes to be a leader in our field. Strong ability to lead the team to deliver the necessary materials and value required by our client base. Willingness to roll up your sleeves, thoroughly review and produce value added work product to exceed client expectations. Understanding that flawless execution and attention to detail are paramount.
- ***Strong Leadership & Communications Skills*** - Client communication skills, both written and verbal are essential. Confidence to lead discussions with senior executives and boards of directors. Ability to develop concise, coherent messaging and presentations that can be used with senior professionals.
- ***Strategic Thinking & Judgement*** – Ability to assess situations, collect data and inputs from team members to provide informed advice to clients. A willingness and ability to make decisions using sound and accurate judgment. General industry curiosity that leads to production of thought provoking leadership publications, articles and submissions.
- ***Energy & Drive*** – A passion for learning, drive to succeed and high energy to work in fast paced environment.