



# Opportunity

Client Director

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Coachmatch® 

# Client Director

Coachmatch delivers transformational change with integrity. We work with some of the worlds' largest and most prestigious organisations to improve business results by transforming performance and culture.

We are passionate about unlocking the full potential of individuals, teams and organisations, so that people become the key, competitive differentiator for our clients. We are leaders, and we have an extensive track record in our field.

Our Client Directors are responsible for identifying, securing, growing, and nurturing business opportunities within a portfolio of key clients. We are known for being relational, provocative, bold, and brave, and for building long-term strategic relationships with clients.

You see opportunities where others see barriers. You are superbly confident and relentlessly positive. You embrace change and challenge as prompts to look for fresh and different solutions, and to challenge the status quo. You are mentally tough, hugely resilient, and very resourceful. You get things done. You relish a challenge, a deadline, and a target.

It's likely that you have a proven track record of winning business cases for £1m+ spend initiatives in the people development and change management space within large and complex organisations. You certainly have a strong track record of success in your previous roles, and are hungry for the next challenge.

Your contribution to our success is grounded in what you know, and how you do business. You have exceptional consultancy and client handling skills and are confident influencing the C-suite. You have honed your skills as a senior practitioner in HR, OD, L&D, or HR consultancy, or maybe from wider commercial fields such as marketing, communications, PR, and management consultancy. You know you can make a difference to our client's businesses; you are confident talking about cost, value, and ROI to win the business; and you always deliver what you have committed to.

We are looking to recruit two more Client Directors to support our growth plans. We offer an attractive base salary, an uncapped commission that rewards you for your personal contribution, and a company bonus scheme that recognises the collaborative way we work. Our office is in London, and our clients are all over the UK (and beyond).

To apply, please email a CV and covering letter, including salary expectations, to [fiona.davidson@coachmatch.co.uk](mailto:fiona.davidson@coachmatch.co.uk)

Alternatively, for a confidential chat to find out more, email me to arrange a time to talk