



## **Director, Sales: Due Diligence, Investigations & Advisory**

Pacific Strategies & Assessments

Continental United States – Remote work/Work from home

Full Time

### **Background to the Firm:**

Pacific Strategies & Assessments (PSA) is a specialist risk consultancy. For over 20 years we have been at the forefront of delivering critical information to our clients through market leading due diligence, investigations, and advisory services. With strong roots in Asia, PSA is a global provider of information services with international staff working from offices in Dubai, Hong Kong, Manila, and Shanghai.

### **Role:**

PSA is seeking a sales leader to expand our US client outreach. The successful candidate will have a strong background in direct sales and previous exposure to investigations, intelligence collection, journalism, or international affairs is a plus. A self-starter, the successful candidate will be responsible for driving agreed initiatives and will report weekly to the CEO on progress. S/he will coordinate weekly with group marketing and PSA analytical teams in-region.

### **Responsibilities:**

S/he will:

- Develop new business for PSA in the US
- Grow our US revenue and clients and exceed annual revenue targets
- Develop a “trusted advisor” relationship with key individuals within a client organization
- Demonstrate leadership by engaging PSA in support of client objectives.

### **Reporting:**

Utilizing company CRM S/he will maintain accurate and up to date accounts of clients, opportunities, new client contact details, outreach, and outcome, as well as size and scope of any developing opportunities to enable accurate forecasting.

### **Knowledge:**

Working closely with operational colleagues, S/he will develop fluency in PSA offerings and the range of customer needs supported by these solutions. S/he will engage with current and prospective clients and will provide regular client feedback to PSA. S/he will maintain a working understanding of our competitors' offerings and the trends within our industry/market.



***Requirements:***

The successful candidate will have three (3) to five (5) years in client facing sales. S/he must have strong communications skills and the ability to present well to all levels of an organization, including executives. S/he must be able to manage often competing tasks and be excited about working on international matters.

**Location and Travel:**

The successful candidate will be based inside the continental United States. Limited travel requirements (10% of total time) are anticipated for 2021. However, it is anticipated that following 2021 a total of 6-8 weeks of US travel a year will be required.

**Notice of Equal Opportunity**

PSA is an Equal Opportunity Employer and does not discriminate based on gender, gender identity, race, religion, color, nationality, ethnic origin, sexual orientation, marital status, veteran status, age or disability.

Interested applicants shall send resume and cover letter to [recruitment@psagroup.com](mailto:recruitment@psagroup.com)