



Strategic Relationship Manager

JOB OVERVIEW

This position will serve as a primary point of contact for targeted Farm Credit System Institution Human Resources Leaders, Learning & Development Leaders, and CEOs to communicate the breadth of key FCCS services and drive awareness and participation with key clients (anticipated to include 20-25 targeted System Associations).

This would include activities such as regular in-person client visits, invitations to observe targeted FCCS programs, and convening at FCCS conferences and other System events to develop and deepen business relationships and realize revenue-generating opportunities. The position will closely partner with FCCS consultants to ensure product knowledge is comprehensive. Position must work with practice leaders and consultants to ensure seamless and effective transitions of prospect/client leads (i.e., transfer of qualified leads to the FCCS consultant to follow-up and have deeper discussions on client needs and program designs).

Salary range for this position is \$87,200-\$144,000 annually plus variable compensation based on sales.

JOB RESPONSIBILITIES

- Manage and nurture relationships with key Farm Credit System clients (new and existing) and drive deeper awareness of key FCCS services and participation levels
- Originate and increase client engagement within the FCCS Governance, Leadership, and Organizational Development practice areas. Specifically, driving participation and business growth within:
 - Governance and Director Development:
 - Premier Governance Series
 - Strategic Planning
 - Board Evaluations
 - Board Facilitation
 - Leadership Experiences:
 - Journey programs (Leading Self, Leading Others, Leading Leaders)
 - Gettysburg Leadership Experience
 - Lewis & Clark Experience
 - Organizational Development:
 - Succession Planning
 - Assessment and Selection services
- Create and deliver personalized promotional messaging and program materials unique to the targeted Farm Credit System institution HR, L&D, and CEO contacts. Matches customer needs with services and products available or to be developed.
- Facilitate strategic account meetings and build key account plans with clients focused on their talent development needs (employees, boards, and individual directors) and FCCS solutions
- Collaborate with FCCS consulting practice area leads to facilitate the design and delivery of new and innovative solutions to effectively address Farm Credit System client requests and needs

- Assist with other FCCS strategic business development initiatives and key client engagements
- Represent and promote a positive FCCS brand image through all communications and interactions with stakeholders and clients in the Farm Credit System
- Work as a team member performing other similar or related work as assigned
- Respond to internal customer inquiries

JOB REQUIREMENTS

- Bachelor's degree in Business, Marketing, or Communications required
- Minimum of 5 years' experience in relationship management and direct client engagement with proven ability to influence, build and maintain relationships with diverse stakeholder groups required
- Experience consulting with executives, management and Boards of Directors required
- Must demonstrate strong verbal, written, and presentation communication skills for working with employees at all levels of the company as well as outside partners, vendors, and clients
- Ability to work in a team environment as well as an individual contributor
- Ability to travel +40% as well as the flexibility to occasionally travel on short notice
- 5+ years in Microsoft Office suite required
- Ability to complete work within acceptable timeframes and manage a variety of detailed tasks and responsibilities simultaneously and with accuracy, to meet deadlines, goals and objectives, and satisfy internal and external customer needs related to the position
- Able to meet deadlines under pressure and adjust to changing priorities
- Able to maintain a consistently high level of productivity and accuracy
- Able to work in a fast paced, growth environment

Desired behaviors and attributes for this role:

- Strong negotiation and influencing skills
- Communicates with confidence
- Strong business acumen
- Self-motivation
- Independence – initiative
- Creativity when it comes to new sales opportunities
- Curiosity – problem solver and solutions matcher/solution-driven
- Team oriented

An Overview of FCCS. Our Expertise. Our Services.

FCCS was created in 1975 to help clients enhance their organizations and optimize their operations. In the 45 years since, we have:

- **Expanded** our business and consulting services to address the increasingly dynamic challenges of the marketplace.
- **Introduced** leadership development, governance, and talent management programs that have earned strong praise from boards, executives, and human resource officers, alike.

- **Addressed** the financial and operational concerns our clients face at the most pragmatic levels with legal consulting services, strategic risk management, and collective buying power.
- **Diversified** our clients and programs, bringing growth, new energy, and insight to our organization.

Headquartered in the Denver Tech Center, with approximately 50 employees, FCCS is proud to serve a variety of clients across the U.S.

We provide:

- Governance and Leadership Development
- Conferences, Programs, and Events for Professional Development
- Executive Coaching
- Thought Leadership and Professional Speakers
- Strategic Talent Management
- Merger, Acquisition and Corporate Finance Advisory
- Risk Management and Insurance Management
- Passkey Affinity Program

The unique blend of our expertise, services, programs, and conferences enables us to create enriching business solutions and help organizations to be more.

JOIN OUR GROWING TEAM!

Compensation:

- ✓ *Competitive Salaries*
- ✓ *Annual Performance Bonuses*

Benefits:

- ✓ **90% employer paid** health insurance options
- ✓ 9-12 paid holidays annually
- ✓ Generous paid vacation and sick time
- ✓ Generous 401k matching and other benefits
- ✓ Casual Dress Code
- ✓ Collaborative and welcoming work environment

Interested candidates should email a cover letter, resume and salary requirements to

human_resources@fccsconsulting.com

FCCS is an equal opportunity employer (EOE).

FCCS may require job candidates to successfully complete a background check as a condition of employment.