



JOB DESCRIPTION

Position Title:	Account Director
Department:	Second City Works
Reports To:	President & Managing Partner
Employment Status:	Full-time
Regions:	Chicago, New York

Who We Are

Second City Works (SCW) is the B2B side of The Second City, the world's leading comedy theatre and school of improvisation. We serve more than 600 clients annually through hands-on learning, licensed and co-created video, consumer insight programs, and custom live entertainment – including nearly 25% of the Fortune 500. With clients across the country and 4M+ employees viewing our licensed video content globally, we are looking to grow our sales team to accelerate our growth. With a Net Promoter Score of 82, we make work better for our clients, their employees, and their customers.

What We're Looking For

We're a comedy theatre so, yeah, it's fun to work with us. We use improvisation and comedy to elevate messages so that they are heard. We help companies engage their workforce to win over customers.

SCW is hiring Account Directors in Chicago and New York, responsible for expanding the SCW customer base in each region. We want sales hunters that can create and grow new client relationships, while thriving in a collaborative, team-selling environment. The best candidates will powerfully articulate the SCW story, co-create with their prospects, and drive growth by making clear connections between what we do and specific client challenges. We want faster sales cycles, greater new logo acquisition, and larger deal sizes. With our clients willing to act as a reference over 70% of the time, companies want to work with us. We want the right sales hunters to capitalize on that with similar clients who may not yet know the amazing work we do.

Key Responsibilities (include but are not limited to):

- Hit and exceed your sales goal – once fully ramped, generating ~\$1.5M annually
- Manage all phases of the sales process – from prospecting through to close – within a variety of sales scenarios (new prospects; re-activations; referrals within existing accounts)
- Open and grow new relationships with F1000 companies
- Educate prospects on Second City Works – who we are, our offerings, and why working with us will better engage their employees and customers
- Partner with our Client Development and Marketing teams to identify top prospects and build strategies for lead generation and nurturing
- Work collaboratively with Client Services and our Designers to construct tailored client solutions
- Ensure proper tracking of your selling activity in Salesforce.com

Qualifications:

- 7+ years of successful sales experience, with at least 75% of quota coming from net new accounts/projects
- Experience generating \$1M+ in annual revenue
- Selling products and services to Fortune 1000 business leaders, with specific experience selling to the marketing/market insights function, compliance/legal function, or sales function a plus
- Strong prospecting skills and unafraid of cold outreach
- Ability to sell renewable, subscription products that create spin-off project-based revenue

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The Second City

WORKS

- Has created account-based sales plans with clear metrics; strong self-management and time management to execute against those plans on a weekly/monthly/quarterly basis
- Willing to challenge the status quo and take control of the sales process
- Excellent written and verbal communication skills
- Agility, resiliency, and fearlessness to get to 'yes'
- Passionate, innovative, entrepreneurial, collaborative, and creative – unafraid to take chances on new approaches yet with a practical eye toward closing the deal

Note:

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will have the skill, aptitude and ability to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills or abilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.

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