

Geo-Market Director, US South East Market

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organizations in an age of ever-changing risk. Working across disciplines, technologies and geographies, everything we do is based on our belief that taking risks is essential to our clients' success.

We provide our clients with the insight to focus resources and ensure they are prepared to resolve the issues and crises that occur in any ambitious global organization.

We go beyond problem-solving and give our clients the insight and intelligence they need to realize opportunities and grow. From the boardroom to the remotest location, we have developed an unparalleled ability to bring order to chaos and reassurance to anxiety.

Our people

Our people are given direct responsibility, career development and the opportunity to work collaboratively on fascinating projects in a rewarding and inclusive global environment.

Location

Washington, DC

Engagement

Full-time

Department

Markets & Partnerships (M&P)

Manager

Senior Partner, M&P Americas

Job Purpose

The Geo-Market Director for the US South East market is responsible for helping Control Risks achieve its market growth plans by supporting, coordinating, driving and enabling business development in the South East geo-market. This is a critical senior business development leadership role for Control Risks.

The South East market comprises: DC, MD, VA, OH, WV, NC, SC, GA, FL and a part of PA.

Tasks and responsibilities

The Geo-Market Director will:

- ▶ Develop a plan to achieve growth targets for the South East geo-market with input and support from service lines, marketing, sales support, key outside partners and senior leadership ("the Partners").
- ▶ Coordinate and manage effective client engagement across the market and ensure alignment with account-specific geo-market plans. Collaborate with the sales support

team to lead business development activity across the geo-market. Support internal leadership to engage with clients across the geo-market. Ensure outbound sales (to Control Risks worldwide) meet the financial targets for the geo-market.

- ▶ Act as an account executive for some of the most valuable clients.
- ▶ Coordinate with external partners (e.g., International SOS, Hiscox, etc.) to leverage mutual opportunities in the market. Seize opportunities to on-board new clients and connect them with the appropriate contacts within Control Risks.
- ▶ Collaborate with marketing and service line teams to drive and support new global product and service line launches in the South East geo-market. Ensure that regional and global marketing activities are leveraged in the geo-market, including the annual RiskMap campaign.
- ▶ Develop and run market-wide sales support programs and activities as required.
- ▶ Act as CRM and Sales Navigator super-user and advocate.
- ▶ Functionally manage the DC sales support team. The team will support the Geo-Market Director in the creation and maintenance of client account plans and prioritizing local client engagement and activity, helping drive a “no client goes unattended” approach.
- ▶ Facilitate seamless and efficient transactions to support client requests globally. Aim to create enduring revenue streams and hand off established client relationships to the business. Act as a commercial project manager for international support, if needed.
- ▶ Engage in entrepreneurial activity, as agreed, to develop new business opportunities for Control Risks in the market.

Knowledge and experience

Essential:

Thorough knowledge of Professional Services Firm (PSF) business processes and systems (CRM, Microsoft Dynamics, etc.) built up over at least 10 years of experience working in PSF or services sector. Excellent knowledge of account management principles and significant experience with client-facing coordination and communications

- ▶ Demonstrable success as an individual business developer/account manager, ideally in a PSF context
- ▶ Proven ability to lead and influence across a wide range of internal and client stakeholders
- ▶ Outstanding communications skills
- ▶ Drive, energy and personality to galvanize activity in the market
- ▶ Self-motivated with a passion to see Control Risks achieve significant growth in the South East geo-market

Desirable:

- ▶ Relevant subject matter expertise in business risk
- ▶ Experience supporting USG contractors with relevant services, established relationships in “The Beltway”
- ▶ Spanish language skills

Qualifications
and specialist
skills

- ▶ Masters-level degree in relevant discipline
- ▶ Proficient user of Microsoft business tools (CRM, Dynamics, MS Word, etc.)

Behaviors

All employees are expected to display behaviors reflective of our company values: Integrity and Ethics, Collaboration and Teamwork, Commitment to People and Professionalism and Excellence.

How to apply

If your qualifications, experience and aspirations match our requirements, email a cover letter and CV to: Americas.Recruitment@controlrisks.com

Please state “Geo-Market Director, US South East” as the subject title of your email.
