



KAPLAN COMPLIANCE SOLUTIONS is a rapidly growing, entrepreneurial, performance-oriented software, software as a service (SaaS), and business process outsourcing (BPO) company based in Indianapolis. Kaplan Compliance Solutions offers services and technology solutions for the insurance and securities industries for business processes that are required by law and are, thus, highly buffered from the larger macroeconomic climate. These solutions help our clients manage their sales agent on-boarding processes and career cycles. As a trusted partner of the five largest US banks; four of the top five broker dealers; and eight of the top ten insurance carriers, Kaplan Compliance Solutions is dedicated to cultivating a culture of excellence. Currently we have openings for **National Account Directors**.

The **National Account Director** creates and executes the business strategies while developing sales plans that create value for our national customers. The position is responsible for establishing and maintaining senior-level relationships with key National Accounts, and for identifying client opportunities to generate incremental sales growth.

The National Account Director will be accountable for understanding the market and client profile and to differentiate Kaplan's product offering from competitors. Drive sales process to secure contractual relationships with client.

Job Duties

This key leader will report to the VP of Sales, and be responsible for meeting corporate sales objectives:

- Develop and execute a multi-year growth plan that leverages an established core business in compliance and financial designation training, software as a service (SaaS) and business process outsourcing (BPO) that improves financial performance within assigned accounts.
- Provide market and client feedback to sales, product management information technology, and marketing teams in order to steer product and service development to best attain market share.
- Achieve sales, revenue and profit goals for the assigned book of business
- Be the external "face" of the business throughout the financial services industry, developing relationships with customers and prospects, industry thought-leaders and learning technology and content providers.
- Work cross-functionally with our Product Development and Content Development Leadership Teams to leverage intellectual capital through the learning and development, software and outsourcing product lines.

Requirements

For this critical role we seek an experienced business-to-business sales and marketing leader with a proven track record of success.

- 5 plus years demonstrated personal solution-selling success with Fortune 500 and leading global accounts.
- 5 plus years experience directing integrated sales and marketing strategy to generate qualified leads and fill the sales pipeline.
- 5 plus years of consultative sales experience, with most or all of it being in organizations that provide education, software or related products and services to financial services companies.
- Proven ability to successfully launch and sell new products or services.
- Effectively negotiate with businesses for profitable account closures.
- Demonstrated record of success of overachievement of sales quotas.
- Experience in managing accounts in the multimillion dollar area
- Proven experience in direct negotiation of deals with accounts
- Ability to effectively demo product offering
- Working knowledge of CRM systems, sales and marketing collaboration platforms and online customer care solutions.
- Highly effective communicator, written and oral, who works well in a cross-functional team environment.
- Passion for learning and development business; entrepreneurial spirit
- Banking or Financial services industry knowledge and selling experience is a big plus.
- Ability to travel 50-60% of the time
- Bachelor's degree or equivalent experience required. MBA a plus.

KAPLAN COMPLIANCE SOLUTIONS offers opportunities for advancement, pay for performance, and a comprehensive benefits plan which includes: generous paid time off; eligibility on day one to enroll in a choice of multi-tiered medical plans; dental plans; health care and dependent care spending accounts; deeply discounted tuition / fees for all Kaplan education; 401(k) with company match and immediate, 100% vesting; supplemental life insurances; and much more!

KCS is part of Kaplan, Inc., a worldwide education services leader and a subsidiary of The Washington Post Company (NYSE: WPO). We are the one of largest NIPRSM Authorized Business Partners and the largest processor of electronic appointments/terminations with state insurance departments. Our LRS group services more than 100,000 active producers, and we process 3,000,000+ agent appointments/appointment terminations every year. But the most compelling numbers are about the quality of our work. Our clients' monthly state rejection rate, for example, is less than 1 percent. The industry average is 7.8 percent. For more information, go to <http://www.kaplanacs.com>.

For consideration please forward your resume, cover letter, and salary requirements to ResumesKCS@Kaplan.com.

EOE.