



REGIONAL ACCOUNT EXECUTIVE

July 25, 2022

CATHOLIC RECRUITER ASSOCIATES

EXECUTIVE SEARCH • MANAGEMENT CONSULTING



BACKGROUND

RENEW International is a Catholic nonprofit organization committed to fostering personal and parish spiritual renewal. RENEW was founded more than 40 years ago by leaders who were inspired by the teachings of the Second Vatican Council—particularly regarding the Church’s missionary character and the place of the laity in the Church. RENEW creates and publishes parish-renewal processes and small-group faith-sharing books. RENEW also offers Parish Catalyst learning communities that help leaders transform their parishes through a process of collaborative learning and strategic planning. RENEW is seeking a strong and dynamic faith leader with proven field sales success with an entrepreneurial spirit. The right person is an excellent communicator who can relate to clergy and parish leaders.

Position: Regional Account Executive (Contract)

Job Summary/Description:

The role and purpose of the Regional Account Executive requires an individual who is inspired by our mission; self-motivated, and a results-driven sales professional who can effectively leverage established relationships, as well as develop new ones. Promote RENEW International’s brand, product, and programs to lay and clergy in parishes and dioceses throughout the territory. Work closely with the leadership team, contributing expertise and successful go-to-market strategies to help ignite a dynamic leadership movement within the Catholic faith.

Responsibilities:

- Develop and/or enhance relationships with key personnel within dioceses and parishes in designated or assigned territory.
- Meet or exceed budgeted sales forecasts and performance goals
- Continually educate and inform contacts/customers about new programs/product offerings
- Create new and fresh ideas to help market and sell RENEW International programs/products
- Manage specific marketing campaigns, as directed
- Perform other related duties, as assigned
- Ability to work some evenings and to travel for account meetings, conventions, and occasional parish/diocesan events, periodically

Qualifications and Skills:

- Minimum BA in Business, Marketing, or related field required
- Minimum of 8 to 10 years proven sales experience, and successful closing results
- Strong quantitative and analytical abilities; technically proficient in MS Word, Excel, and PowerPoint
- Highly motivated with a self-directed work ethic; ability to work independently with minimal oversight/direction
- Consistent and demonstrated positive demeanor when working with others under all types of circumstances
- Demonstrates sense of urgency; possesses a high level of positive energy
- Excellent organizational, communication and presentation skills (oral and written) with proficiency in medium to high complexity task management
- Demonstrates “win-win” negotiation and persuasion skills; ability to diplomatically command attention and gain, yet show, respect with key church leaders (relationship-building skills)
- Considered a “go-to” person and an informed, credible resource
- Proficient or working knowledge of Salesforce, or related CRM platform
- Team-player, i.e., provide support to other team members

Travel: Required to frequently travel locally and regionally during the business day; there is frequent overnight domestic (30%) by air, train, or automobile.

Salary: Contract stipend plus quarterly commission, commensurate with sales performance. Estimated annualized Form 1099 compensation (stipend plus commission) is within \$80,000-\$90,000.

Application Deadline: September 1, 2022

(We reserve the right to shorten the deadline for applications if we have sufficient interest. Please apply early to ensure your background will be considered.)

For consideration, please email resume to:

Ken Rowe
Senior Director CAO
Catholic Recruiter Associates
Kenr@catholicrecruiter.com

Note: Only those selected for an interview with the search committee will be contacted.

Search managed by:

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