

**Don't just  
discover  
your  
strengths.  
Build on  
them**



**pwc**

## **Client Target Strategist – Senior Associate**

Opportunities are at the heart of a career with Bermuda's leading professional services firm. Be part of a learning culture where teamwork and collaboration are encouraged, excellence is rewarded, and unparalleled coaching and career development programmes are provided.

PwC's Markets function is a client-focused, high-performing team, which is strategically aligned to the Firm's priorities, focused on positioning a distinctive PwC brand in the marketplace and driving long-term revenue growth for the Firm. An opportunity exists for a Client Target Strategist to join the Markets team at the senior associate level.

The primary focus of this position is to drive profitable revenue growth and relationship development efforts on business development opportunities for PwC. Working with the Sales and Business Development Leader, Client Relationship Executive and other team members, the Client Target Strategist will be responsible for sharing winning practices across the network with their assigned teams and ensuring that the account team achieves overall account goals.

### **Responsibilities will include and are not limited to:** **Account Management**

- Supporting account management activities for assigned priority accounts, and managing account plans and account planning workshops with check points throughout the entire fiscal year;
- Leveraging relationship management tools to develop and enhance relationships with clients, and targeting and maximizing market expansion;
- Keeping current on financial information, press releases quarterly/annual reports and industry information on priority accounts. Identifying touch points and potential opportunities for account teams;
- Tracking revenue, including pipeline reporting for assigned clients with Market Operations and Transformation;
- Maintaining a master relationship matrix for the client;
- Capturing action items from the teams to ensure client follow-up takes place; and
- Writing proposals and effectively communicating through verbal and written forms.

### **Pursuit Management**

- Understanding and executing the firm's sales methodologies regarding account & relationship management and Pursuit™ to drive overall results of the account;

- Familiarity reporting, maintaining and analyzing data within Customer Relationship Management systems;
- Working with the Client Strategy Leader to manage the proposal process for assigned clients, including applying a strategy and developing value propositions; and
- Preparing the client service team for interactions and oral presentations.

### **Capabilities/Skills Required:**

- Undergraduate degree plus 2-5 years of relevant experience (preference given to those candidates with professional services experience - either Big 4 accounting or law firm experience);
- Proven experience assisting in the development of marketing and sales strategies: account management, sales reporting, account planning, developing responses to RFPs;
- Strong Microsoft Word, PowerPoint and Excel skills with proficiency in creating and supporting client deliverables, proposals and other meeting documents;
- Experience in project management and account management activities;
- Excellent interpersonal and organizational skills and ability to work closely with the leadership team;
- Strong writing and editing skills;
- Ability to work in a culturally diverse business environment;
- Ability to work under pressure and meet multiple deadlines with minimal guidance;
- Client relationship management and sales experience with an understanding of a sales culture and business to business experience including CRM systems; and
- Flexibility and commitment to work long hours including weekends and holidays when necessary.

### **The opportunity of a lifetime**

**Interested candidates should apply in writing, including your resume to:**

The Manager, Human Resources  
PricewaterhouseCoopers  
P.O. Box HM 1171  
Hamilton HM EX  
**Email:** pwcbermuda.hr@bm.pwc.com

**Closing Date:** 22 August 2017