



Example of Business Coach Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of business coach. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for business coach

- Build relationships with members/prospects through demonstration of in-depth institutional knowledge, understanding of specific institutional needs/priorities and application of surface-level research solutions
- Create customized account plans for each institution, outlining service delivery and CV growth strategies for existing and potential memberships within the institution
- Collaborate with Executive Advisors to ensure targeted and substantive content solution delivery
- Determine appropriate tactics to drive urgency in sales cycle, including trial meetings/ teleconferences, guest website access, discounting
- Interview client stakeholders to gather and write business requirements for large-scale digital projects like website redesigns, innovative mobile applications
- Formulate solutions that meet the client's requirements and scope
- Create and maintain requirements documentation for digital projects and programs
- Must be easily able to present to clients, working directly with the development and project management teams to ensure delivery of projects is as good as the ideas that spawned them
- Partner with creative teams on new business assignments to confidently present and prototype new ideas
- Keep an active finger on the "pulse" of the market, communicating external client and evolving market needs to internal stakeholders

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- 3+ years of Agile leadership including coaching teams and leaders
 - Strong grounding in Agile and Lean methods with coaching experience with Agile teams and Agile at scale
 - Hands on experience leading enterprise level Agile transformations for large organizations
 - Deep understanding of CA Platform & Service Offerings
 - Ability to mentor sales teams on services selling techniques and provide the 'been there, done that' level of experience in sales calls to help close deals
 - Significant experience and certification with frameworks that assist clients with Agility at scale adoption (SAFe, LeSS)