

# Versado Role Description

Versado Training is a creative agency that designs and develops custom adult learning solutions primarily in the life sciences industry through direct consulting with clients. Versado has a challenging, fast-paced, dynamic, and exciting work environment.

We tackle challenges as a team and are proud of the collaborative approach and unique culture that we've built together. For the right person, this environment can be incredibly rewarding and liberating. The work is challenging and fast-paced, but we are in it together, every step of the way.



## Are you the right person for the job?

1. Versado is looking for teammates who demonstrate a mindset and behaviors consistent with the unique set of competencies we feel are needed to thrive in our environment and contribute to the work we do. These competencies broadly define what a good employee is to us (see page 3).
2. Versado is looking for teammates who have a strong desire to learn on the job. Because of the fast-paced, deadline-driven work that we do, new teammates learn by doing work bound by those same deadlines and standards.
3. Versado is looking for teammates who are ready to learn a variety of aspects of the consulting and corporate training business. Part of "learning on the job" means that the task that needs completing today will be different than the task that needs completing tomorrow. We are hoping that over time new teammates will develop specialized skills and play a more defined role, but in the beginning, we are looking for candidates who embrace being a generalist to gain the broader view of our business based on the needs of the moment.
4. Versado is looking for teammates who can manage their own time, tasks, and priorities given broader goals and desired outcomes. With a diverse mix of virtual and on-site employees, everyone on the team must independently and wisely drive work forward even when details are not clear or the task has not been fully defined. This requires strong organizational and self-management skills.
5. Versado is looking for you to be you. We want teammates to feel comfortable being themselves and empowered to bring their uniqueness to work with them. At the end of the day, we are a creative agency and having an open-minded, diverse team who thrives on the funky and the quirky will enable us to be more innovative and successful as a team.

Do you embrace change + innovation? Are you up for any challenge?  
Are you a curious, life-long learner? Do you enjoy shaping solutions + processes?

If the competencies that follow on page 3 excite vs intimidate you, [contact us](#).

## ROLE DESCRIPTION: ACCOUNT DIRECTOR

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**Role Purpose:** An Account Director at Versado builds connections, deepens relationships, and creates business opportunities, generating positive relationships with our clients and industry partners to foster positive impressions and trust for our organization and the services we provide. In turn, those relationships should ultimately create projects that allow the Versado Team to thrive by executing on creative custom learning solutions. Through the lifecycle of these projects, Account Directors foster growth not only with our clients but with our internal team, by offering advanced industry insights that help us deliver training products more thoughtfully and effectively. Areas of involvement include:

- Understanding Versado's landscape of solutions; knowing when there is a match and helping create a dialog to bring options to our clients
- Developing a territory based on industry knowledge and identifying the areas in which Versado can most positively affect change and solve challenges through training
- Understanding the likelihood and validity of an ask, parsing responsibilities downstream appropriately
- Holistically looking across our client accounts in order to make strategic and thoughtful decisions regarding existing and future projects
- Generating new business leads and opportunities for Versado, ensuring we are representing the brand accurately and effectively
- Working to understand, develop, and present the scope of solutions to properly align with clients from the onset through the duration of a project
- Understanding the level of support that various areas of practice require within Versado and aiding in solutions when requests become more complex

### Qualifications:

- Proven track record of success in developing a territory in the life sciences industry
- 3-5 years of life sciences experience
- Strong time-management skills and excellent verbal and written communication
- Ability to develop professional relationships and lead teams toward a common goal
- Proficiency in MS Word, Outlook, and PowerPoint
- Organized, self-managed prioritization and execution of various tasks simultaneously to meet deadlines under pressure
- Bachelor's degree; life science concentration preferred

**Location:** Remote position

**Engagement Type:** Full-time, salary + commission

*Versado provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Versado complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.*

## VERSADO EMPLOYMENT COMPETENCIES

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Click [here](#) to read definitions of the Versado Employment Competencies shown below.

Review in depth to determine if we are the company for you.

