

Become a BayGroup International Contract Instructor...

With an impressive roster of Fortune 500 clients, BayGroup International is a dynamic global organization with a single focus: helping client companies execute their corporate strategies profitably, with an emphasis on revenue and margin optimization. We deliver value in a variety of industries, including high-tech, telecommunications, financial services, consumer products, and health care. Our company is highly sales-driven, with an emphasis on long-term relationships and a global reputation for change and knowledge management, as well as training services, which embed a powerful discipline to close the gap between strategy and execution.

All of our clients are premium-value providers who are facing high levels of competition and are looking to develop the skills they need to help their customers make the right business decisions that yield the lowest total costs and best return on investment. In addition, we work with individuals and teams to improve supply chain results and we help senior level and cross-functional teams work more effectively together in order to make better, faster decisions.

A BayGroup Contract Instructor is an independent contractor who facilitates BayGroup International's programs on an as needed basis. Our typical program runs two days for 12-22 participants. Major portions of the program are focused on conducting and debriefing case study simulations around consistent learning points associated with the client sales process.

Our ideal candidate should have the following background:

- Minimum of seven years experience in corporate sales or sales management or related business experience
- "Stand up" training experience in a corporate environment
- Knowledge and fluency with current business environments/models, preferably in multiple industries.
- Excellent facilitation skills including behavior training, process consulting, counseling, and/or related areas.
- Ability to translate workshop content into key business issues, and to link customer needs and language into program delivery
- Ability to demonstrate:
 - Skill in linking company strategic issues to workshop content
 - Credibility as a representative and role model of a workshop and able to credibly relate management's "message"
 - First-hand experience using the workshop skills and principles in work settings
- Willingness to travel as needed

If you meet the above profile, we may be interested in exploring a possible business relationship when we have a need in your geography. Please send your contact information and resume to instructorservices@baygroup.com.