

Master Facilitator

Fierce is a globally recognized leadership development training company based in Seattle, WA. Our mission is to transform the conversations central to our clients' success. Our clients rely on us to deliver programs that transform cultures and help them gain a sustainable edge.

fierce.

any conversation can.

Job Responsibilities

This individual reports to the Learning Team Leaders and will present the Fierce suite of offerings to audiences varying from senior executives to frontline learners across all industries and audiences in both classroom-led workshops and virtual instructor-led workshops, often in high-stakes situations.

In addition, this individual will provide strategic and tactical learning consult to clients and internal and external business partners, participate in the design and creation of new Fierce learning content, manage certified Fierce facilitator relationships, and ensure continued success of Fierce suite of offerings through collaborative partnerships across the organization. This is a role for a dynamic learning professional with an elevated degree of business maturity and experience. Primary responsibilities include:

- Deliver great service, always. Facilitate top-notch caliber training to client organizations across the globe.
- Collaborate often with the Fierce Business Development team to help assess client needs and determine appropriate learning solutions.
- Be passionate in the desire to build meaningful relationships with clients; find and develop/nurture opportunities to introduce other Fierce offerings.
- Work with Business Development to identify any new opportunities discovered in trainings.
- Collaborate with Marketing team to facilitate keynotes and custom sessions as needed.
- Consult, coach, nurture, and support train-the-trainer facilitators pre- and post-certification.
- Innovate with intention while working on cross-functional project teams focused on creating new Fierce learning content and enhancing the learner experience.
- Continually build authority and expertise in the Fierce suite of offerings – existing and new.
- Remain curious and learn about industry trends and competitor needs.
- Up to 75% domestic travel

Skills and Experience

The successful candidate will be evaluated and selected utilizing the following experience:

- Strong verbal and written communications skills; ability to command an audience while facilitating conversations in workshops.
- BA/BS required along with 5+ years of experience in leading successful transformational training programs, preferably in Fortune 5,000 companies with ability to quickly establish rapport and demonstrate credibility.
- 5+ years in a large company with experience leading teams and presenting to senior leaders.
- Demonstrated knowledge, skills and application of adult learning methodology, performance-based training and coaching.
- Five years' experience in designing, leading, and administering Leadership Development initiatives (e.g., high potential development programs, courses, webinars, etc.)

- Strong technical design skills (Articulate, etc.)
- Compelling leadership skills and presence to interact with all levels of employees.
- Proven mastery, skills and successful experience in developing the facilitation skills of facilitators (train-the-trainer).
- Must be able to deliver compelling presentations and build relationship with all levels in client organizations and classrooms – from C-suite leadership to independent contributors.
- Training background primarily in the area of “soft skills” demonstrating competence in core areas of building solid relationships, effectively communicating with a diverse field, and driving business results for both Fierce and client companies.
- Experience in consulting, coaching and engaging with diverse teams; awareness of global cultures.
- Ability to plan and execute work with minimal supervision.
- Self-starter with ability to work independently.
- Proven creativity and openness to new approaches and emerging technologies.
- Ability to work effectively in an office environment inside a tight knit team or independently, if offsite.
- Effective organizational skills and the ability to multi-task and prioritize in a fast-paced environment.
- Proven proficiency in virtual delivery of training.

Fierce has an outstanding reputation. This is a great opportunity to advance a career, make a name for one’s self, and work with a great team. Our clients are exceptionally busy, and the candidate will be thrust into an entrepreneurial, intense environment where being self-sufficient and resourceful will be critical.

Fierce 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 compliance with federal, state and local governing laws.

This position is a full-time and fully remote position. To apply, send your resume and cover letter to careers@fierceinc.com