

CAREER PATH OF AN

Account Executive

Joining the Beacon Hill team as an Account Executive is just the beginning. We've created multiple paths to promotion because **everyone's journey is unique.**

Starting Your Career Here

START HERE

Account Executive

Prospects and reaches out to new clients, sets on-site visits, delivers presentations, collaborates with other teams and investigates staffing requirements.



THEN GET PROMOTED TO

Senior Account Executive

Works independently, mentoring Account Executives and leading meetings and engagements.



Choose How You Succeed

PATH 1

Team Leadership

GET PROMOTED FROM SENIOR ACCOUNT EXECUTIVE TO

Lead Account Executive or Senior Managing Consultant

Hires, manages and trains a team of Account Executives in their respective division.



THEN GET PROMOTED TO

Business Development Manager

Leads the entire sales function for an office, including managing all Lead Account Executives and other salespeople.



PATH 2

Individual Achievement

GET PROMOTED FROM SENIOR ACCOUNT EXECUTIVE TO

Senior Client Executive

Senior team member who mentors junior Account Executives and provides counsel and thought leadership to management.



Changed Your Mind?

Did you choose the individual leadership track, but now think leading others may be a better choice for you? No problem! **Beacon Hill team members are encouraged to find the best possible fit.** Just signal your intentions and we'll help you reach your goals.

THEN GET PROMOTED TO

Division Manager

Leads an entire team of sales and recruiting professionals at a particular division.



THEN GET PROMOTED TO

Division Director

Leads an entire Division within an entire location.



THEN GET PROMOTED TO

Regional Director/Market Director

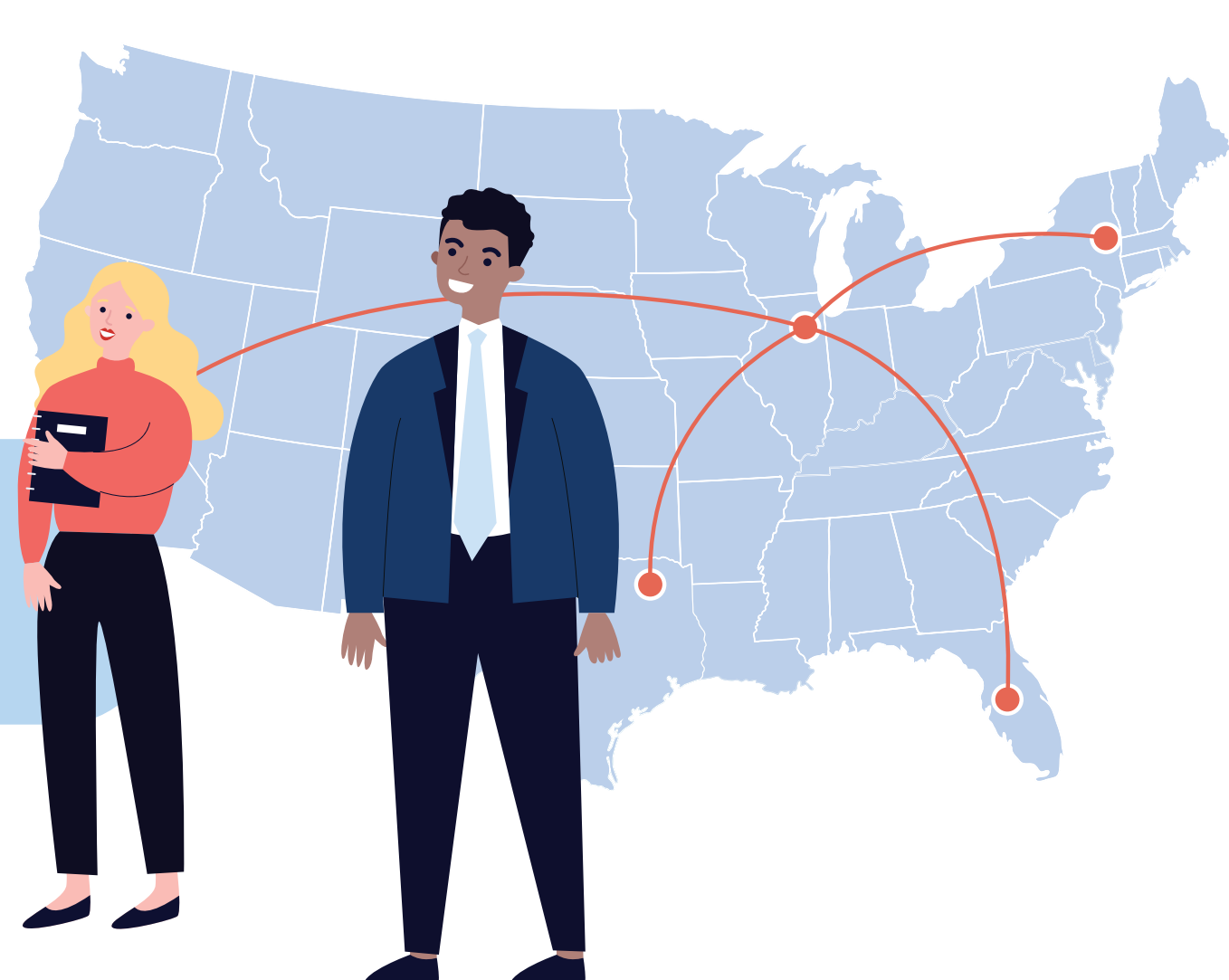
Manages multiple office locations or teams within the same division.



THEN GET PROMOTED TO

Senior Regional Director

Leads divisions in multiple regions and manages Regional Directors.



THEN GET PROMOTED TO

Regional Vice President

Controls all aspects of a particular geographic region.



We're all in this together but realize that goals and speeds vary. These example tracks were created to illustrate sequential career growth at Beacon Hill, but remember, your progression can be as individual as you are. **Enjoy the ride!**