



Director, Executive Engagement

Location: US (preferably New York City)

Reports to: HFS OneCouncil Engagement Leader

About the role

HFS Research runs the summits, roundtables, and [OneCouncil](#) community where the enterprise technology and services industry's most senior leaders come together to debate what's next. None of that works unless the right executives are in the room.

We're looking for a Director, Executive Engagement to own that pipeline. You'll be the bridge between HFS's research credibility and a busy executive's calendar: someone who can win the attention of hard-to-reach leaders, get them to show up, and bring them into a community they want to stay part of.

This is a relationship-led role, not a sales role. Our seats are free and OneCouncil is invitation-based, so you won't be pitching a ticket. You'll be earning trust with senior operators who get a hundred asks a week, using research and insight as your way in.

What you'll do

- Build and own a target list of enterprise executives (C-level / C-minus-one at Global 2000 companies) mapped to HFS's research coverage and each event's theme
- Open doors using your own network and HFS's research, leading with insight rather than a generic invitation
- Curate invite-only roundtables, securing the right people and re-confirming so the conversation delivers on the day
- Drive a strong, qualified applicant pool for apply-and-select summits, help screen and select attendees, and hold them through to event day
- Recruit and onboard OneCouncil members, and keep them engaged between events
- Partner with our analyst team on relationship and research-led outreach, and with marketing on messaging and campaigns
- Own CRM hygiene in HubSpot and report a clean, current weekly pipeline
- Feed market intelligence back to the business: what themes are landing, which titles are hardest to win, and what matters to the people in the room

What we're looking for

Required

- An existing network of senior enterprise executives at C-minus-one level and above.
- A track record recruiting, engaging, or selling to senior executives



- Working knowledge of the enterprise technology and services market, enough to hold a credible conversation about AI, digital operations, GBS/GCC, and sourcing
- Strong verbal communication and executive presence
- A relationship-led, consultative style rather than a transactional one
- Comfort with CRM discipline and being measured on outcomes
- Based in the US

A strong plus

- Background in analyst or advisory services, B2B events, membership, or media and audience development

How we measure performance

Because our seats are free and OneCouncil runs on value exchange, none of your goals are revenue targets. What matters is the right people, actually present, staying engaged. We look at three things: roundtables filled with the right seniority and relevance, qualified summit applications and attendance, and OneCouncil membership growth and retention, with real show-rate as the standard that ties it all together.

About HFS Research

HFS Research is a leading, privately held global firm known for independent, no-nonsense perspectives grounded in thorough research, reliable data, and personal engagement with industry leaders. We've delivered consistent year-over-year growth, including double-digit growth through a global pandemic. Our mission is to help major enterprises, tech firms, and service providers tackle hard challenges, make bold moves, and bring big ideas to life, arming them with accurate, visionary, thought-provoking insight into the issues shaping their business. With a focus on enterprise innovation, enabling technology, reimagined business operations, and industry-specific research, HFS is dedicated to shaping the future of technology and business services.

Why join HFS

- Be part of a globally recognized analyst firm that influences industry standards and practices
- Work alongside a team of experts committed to high-quality, high-impact research
- Engage directly with leading organizations and industry leaders to drive meaningful change
- Grow in a dynamic, fast-moving environment with real opportunity for professional development

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