

Business Development Consultant

Competitive Package

Surrey based



Main Job Purpose

Generate profitable sales against target through effective lead management, personal prospecting activity and client relationship management.

Main Accountabilities

- Proactively design and execute sales initiatives to target sectors in order to achieve agreed personal target.
- Manage specified client accounts.
- Develop and manage long term client relationships.
- Act as Commercial Manager for specified product/service streams.
- Evaluate Sales activities against agreed objectives.
- Participate in marketing events and campaigns.
- Provide expert commercial and sales support to Consulting colleagues.

The Person

- Graduate qualification.
- Proven track record of selling complex consulting or service solutions.
- Influential, confident communicator and negotiator.
- Reliable self-starter.
- Collegiate and able to work in a matrix environment.
- Well organised, effective planner, quality focused.
- Relationship builder with an eye for the bigger picture.
- Energetic, results driven.
- Commercially orientated and business aware.

If this is you, please email your CV with a covering letter to our HR Manager:
Isobel.Venner@adc.uk.com

A&DC is an equal opportunities employer.

Assessment & Development Consultants Ltd

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