

Business Development Consultant

Job Title: Business Development Consultant

Description:

- Join a successful and established Sales team to develop and maintain relationships with Recruitment Consultancies and highly skilled Contractors
- Gain contractor referrals from Recruitment Agency relationships
- Speak to and convert contractor leads
- Look into developing relationships in sectors other than IT and Medical with a the view to building a desk/team if successful
- Initially 90% new business. You will however keep the accounts you win to develop these
- Selling to large companies and SMEs
- Dealing at MD, Operations Director or Sales Director level
- Sales cycle extremely varied from 1 month to 9 months
- Contractor sales cycle 1 week to 3 months

Experience:

Essential

- Previous experience as a Business Development Consultant
- New business experience is key
- Proven record of consistently hitting targets
- Client facing experience / relationship building skills
- Sales administration management (Goldmine advantageous)
- 'Can do' attitude
- Need to earn

Desireable but not essential

- Experience in recruitment and/or the umbrella market desirable
- Presentation skills
- Professionally sales trained (solution selling, i.e., SPIN, TAS etc)
- Familiar with Excel and Powerpoint

Probationary period: 3 months