

Can you identify an opportunity ... ?

Business Development Consultants

Everyone is pushed for time, especially decision makers in commerce and industry. Most of them have problems to be resolved too ..

As a **Business Development Consultant** you'll be focussed on identifying and leading clients to a successful solution to their staffing problems.

All initial contacts with our clients are made over the telephone, but there is a world of difference between 'tele-sales' and making targeted, professional introductions.

The purpose of this role is to identify new markets and opportunities, follow up consultants marketing campaigns, spiral through existing accounts, follow up networking leads and introduce our unique and successful solution to prospects across the entire UK covering all industry sectors.

We do not look to 'sell' over the phone, but we do look to gain something from each call.

This role requires energy and resilience, (you will be making a lot of phone calls), but you will also need to be intelligent and a quick learner, you need to identify business opportunities fast and to do that you need to be able to understand the problems and issues facing any particular sector quickly.

You will be IT literate and technology aware as you will spend some of your time using web based intelligence products and internal research tools and databases in order to highlight suitable prospects for approach.

You will be known for having a flair for persuasion, great interpersonal skills, and confidence as you will be introducing the benefits of our approach to people often unaware of us.

You will need to be motivated and organised, you will be largely managing your own campaigns and be responsible and accountable for your own results.

You need to be a democratic team player who can liaise with your colleagues who will provide the staffing solution, persuading and guiding them throughout the process to a successful conclusion. It is in your interest to do so as you will earn commission from each candidate placed with clients or accounts you have developed.

You will be responsible for managing your accounts, you do need to maintain regular contact with your clients, and the regularity of that contact will be decided upon and managed by you. You will always be looking for business intelligence, rumours, and introductions.

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Can you pitch a solution ...?

You may be performing some aspects of this role in the recruitment industry already?

You may already be involved in tele-marketing, or appointment making or introducing a business solution?

Or you may think that you have some of the attributes we have highlighted here and have a DESIRE to use these attributes in a fast paced, targeted environment

In which case we'd love to talk with you and discuss this opportunity further.

For people committed to achieving success through hard work **we will train, mentor, coach and motivate you through the learning period and beyond.**

