

Job Title:	Sales Consultant	Reports to:	Head of Central Sales
Level/Salary Range:	£28,000 – £35,000	Position Type:	Full Time
Job Purpose			
<p>This role requires a consultative approach to all aspects of the central sales cycle. Working with the branch network to identify good business and generate leads.</p> <p>Building relationships with prospective customers, arranging meetings and progressing to proposals and tenders . To support the branch network with volume sales opportunities.</p>			
Job Description			
<p>Business Development</p> <ul style="list-style-type: none"> • Gather key business intelligence and analyse data to fully understand client 's requirements. • Actively generate own leads and create account plans for target customers • Develop and manage a pipeline of new business opportunities • Work with the branch network to identify, pursue, and develop potential sales opportunities (by phone and face to face) to win new contracts and expand existing business. • Maintain and develop strong client relationships, understanding and selling the features and benefits of The Best Connection • Complete rates calculations in line with the company's expectations, submit rates to prospective clients and support with negotiations to reach a successful outcome. • Engage with decision makers at all levels, on the shop floor and up to top executive management <p>Sales Process</p>			

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- Create sales opportunities via direct prospecting and by attending meetings with colleagues from the branch network
- Mapping out and networking within highlighted prospects to establish decision makers
- Consistent high volumes of prospecting to potential customers
- Support tender process with the Head of Central Sales and Bid Manager
- Work with Head of Sales to bring proposals to a conclusion
- Support tender process from end to end and handover to operations efficiently.
- Takes responsibility to fully understand and ensure contractual requirements are fulfilled in line with client expectations
- Support and advise the branch network on local sales opportunities when required
- Support the business in all areas of sales and marketing where required
- Keep CRM and KPI's up to date

<p>Essential qualifications, skills, or experience</p> <ul style="list-style-type: none"> • Have a proven background in client development and a track record of achievement • Experienced in direct sales 	<p>Desired qualifications, skills, or experience</p> <ul style="list-style-type: none"> • Experience of a fast-paced sales environment • Maths & English to GCSE or above • Proven experience within the recruitment
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<ul style="list-style-type: none"> • Results and target driven • Works well in a team and independently • Full UK driving license • Excellent presentation and interpersonal skills and able to influence buying decisions • Have confidence and shown resilience in a previous role. 	sector - this could be as an experienced Recruitment Consultant or a Divisional Manager
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Key Competencies/ Behaviours/ Attributes

Winning Good Business:

Results Driven	Demonstrates drive and enthusiasm to make a difference to customers and meet deadlines
Innovation	Generates new ideas and solutions for day-to-day issues which can add value for customers
Decision Making	Evaluates options by considering implications and consequences; chooses an effective option to ensure outcome is successful
Resilience	Deals with setbacks to overcome challenges and difficulties and stays focused on critical tasks

Improving Efficiency:

Analytical Thinking	Analyses information, patterns and gaps in a logical way; carries out basic calculations
Problem Solving	Identifies problems with own work and takes responsibility for finding a solution and fixing mistakes regardless of the causes

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Knowledge Sharing	Actively seeks opportunities to learn by formal and informal means; learns from others, adopting and sharing best practice
Communication	Actively listens and conveys information appropriately and simply; checks to confirm information is received as intended
Delivering Operational Excellence:	
Continuous Improvement	Recognises problem areas, strives to understand causes and tries to recommend solutions to prevent re-occurrence
Handling Change	Identifies good ideas to solve problems and address issues; embraces change
Customer Focus	Understands customer need, builds and maintains strong relationships and makes use of feedback to deliver great service
Self-direction	Takes accountability for own actions and takes initiative to make things happen and achieve objectives
Developing the Best People:	
Developing Self	Supports own personal development; accepts and gives feedback and is not afraid to ask 'how?'
Managing Self	Effectively manages own time, resources and relationships to ensure that work is completed efficiently
Teamwork	Identifies ways to involve others and use their knowledge, ideas & skills to achieve team goals more effectively; celebrates success for everyone, and is motivated to contribute to the team
Building Relationships	Develops a wide network of positive relationships both within and outside the business to deliver results

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