

Job description

Job title: Sales Consultant

Location: London

Salary: £25'000-£50'000 OTE £50'000-£100'000 + pension, healthcare, benefits

Ref: 16259



LAWSON PRICE CONSULTANTS

1 Farnham Road
Guildford
Surrey
GU2 4RG

Telephone 01483 729192

Our client is a leading provider of global market intelligence for major businesses involved in pharmaceuticals, energy, agriculture, FMCG and finance amongst others. They provide market research and analysis that helps their customers to understand market potential and their own place in industry. Internal promotion has created an opportunity for a motivated and confident concept sales person to join them in managing an existing client base, extending those relationships and finding new business opportunities, both in the UK and overseas.

Utilising the latest research methods, tools and practices, they produce reports rapidly and accurately. This information is usually strategic to the client's business needs and that means the customer is usually always a senior executive or director. The successful applicant will therefore, be confident enough in their own abilities to deal effectively at that level, interacting in a relevant and appropriate manner to build rapport and secure commitment. It is a diverse and in-depth business development role, working with senior management in international organisations.

Open equally to people embarking on a career as well as those already operating in a concept based sales arena, the common characteristics sought are self-starting with the creativity, confidence and enthusiasm to learn, develop and implement new business initiatives. Autonomous but receptive to the ideas of others and a team player, able to rapidly understand and identify customers' needs, pay attention to detail, communicate effectively and with enthusiasm and happy to multi-task in this important client-facing role. Experience may have been gained in market research, sponsorship or advertising sales, but we're open-minded

The salary package is negotiable and the commission realistic.

All applications will be dealt with in the strictest confidence.

**To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk**