

Job description



Job title: Sales Consultant

Location: London

Salary: £28-£35'000 OTE £50'000 uncapped, car, pension, healthcare, flexible benefits

Ref: 16345

LAWSON PRICE CONSULTANTS

1 Farnham Road
Guildford
Surrey
GU2 4RG

Telephone 01483 729192

Our client is a wholly owned subsidiary of a publicly listed company on the NYSE with a market capitalisation of \$2bn and employing 9,000 people worldwide. Their clients include organisations in retail, property, leisure, financial services, automotive, FMCG, charities, media, utilities, health and the public sector. Through an unrivalled range of marketing solutions (data, software and consultancy) they help organisations to better understand their customers' habits, locations and markets.

Growth of the company has created a vacancy for a Sales Executive within the division targeting the National Health Service, private hospitals, local authorities and the public sector. Responsible for delivering and maintaining a high level of revenue from the sector, the successful Sales Executive will deal with organisations such as health trusts, PCT's, GP practices, private hospital groups, regional and national health providers and government through all stages of the sales lifecycle; from lead sourcing and cold call, to account management and long term development. The essential functions of the job include the ability to;

- Develop prospects into clients through cold calling and arrangements of your own meetings
- Consult with potential clients to uncover opportunities and requirements for concept-based solutions, products and consultancy
- Present at director level the uses and applications of products, both verbally and through written proposal
- Create plans to maximize opportunities for cross-selling and up-selling
- Engage multiple stakeholders in the sales process
- Negotiate to close business and exceed sales targets

The ideal Sales Executive will be a disciplined self-starter, results driven and restless to achieve career recognition and financial reward, with provable experience of proactive new business generation, preferably gained through selling a consultancy based solution or concept, possess excellent communication skills, confidence and have an outgoing personality with the gravitas necessary to deal effectively at all levels within client organisations. The ability to work as an individual within a team environment is important. Being educated to degree level and IT literate (MS Office environment) would also help.

The salary package is entirely negotiable dependent upon experience and will include a choice of car or car allowance, pension and healthcare as part of a flexible benefits package, fully subsidised gym membership on site, up to 27 days holiday pay per annum

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