

Job description

Job title: Sales Consultant

Location: Edinburgh/Central Belt

Salary: £28-£32'000 OTE £52'000 uncapped with car, pension, healthcare

Ref: 16390



LAWSON PRICE CONSULTANTS

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Our client is an international high technology information services company and the UK market-leader in the business of location planning, consumer targeting and market analysis. With global turnover in excess of \$1bn and 8'000 staff worldwide, their customers are drawn from organisations in retail, property, leisure, financial services, automotive, FMCG, charities, media, health, utilities and the Public Sector. Expansion of the Edinburgh office has created a vacancy for an experienced sales professional to join them as a Sales Consultant.

The successful Sales Consultant will be expected to develop new business and manage and grow turnover with existing accounts across a broad spectrum of end users through the sale of a combination of software, data, consultancy and analysis which helps client organisations to better understand their markets and customer behaviours, grow market share, improve customer acquisition and retention, locate outlets to their best potential, make better investment decisions and define effective business strategies. The Sales Consultant will be responsible for delivering and maintaining a high level of revenue through all stages of the sales lifecycle; from lead sourcing and cold call, to account management and long term development of client projects which might roll-out over a number of years.

The essential functions of the job include the ability to;

- Develop prospects into clients through cold calling and arrangements of your own meetings
- Management and development of existing accounts
- Consult with 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 maximise 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 Consultant will be a disciplined self-starter, results driven and restless to achieve career recognition and financial reward. They'll have proven experience of business generation, preferably gained through selling marketing solutions, business consultancy or relevant IT. They'll possess excellent communication skills, confidence and personality with the gravitas necessary to deal effectively at all levels within client organisations. Being educated to degree level and IT literate (MS Office environment) would also help.

The salary package is negotiable dependent upon experience and includes choice of car, pension, healthcare and up to 27 days holiday per annum as part of a flexible benefits package.

**To apply for this vacancy, visit www.lawsonprice.co.uk
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