

## Job description

**Job title:** Business Sales Consultant

**Location:** Yorkshire and North East

**Salary:** £30-£35'000 OTE £45'000 with car allowance, pension, healthcare

**Ref:** 16407



### LAWSON PRICE CONSULTANTS

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Our client is seeking a Business Sales Consultant to manage an existing account base and to develop new business opportunities across Yorkshire and the North East. Their status as the market leader in psychometric analysis and ability testing in the UK and internationally is beyond question. Their products and services help organisations from all sectors of the economy gain competitive advantage through the more effective use of their human resources by recruiting, retaining and developing the right staff in order to achieve individual and team potential. They count many of the UK's FTSE 100 business and the Public sector as customers.

The successful Business Sales Consultant will work on a portfolio of existing accounts and will seek new business opportunities, developing an in-depth appreciation of each client's HR needs before proposing solutions that are delivered using the appropriate mix of product and services. Targeted to increase account spend, the strategic management and planning of activity within key accounts by the Business Sales Consultant will ensure that the products and services offered become embedded in the customer's culture.

Development of business opportunities from within the existing account base and the winning of new customers is expected through close contact with every level of line management. Revenue is developed through incoming enquiries and from leads generated by the telemarketing function, but local activity levels will be the responsibility of the Business Sales Consultant, including use of marketing collateral and through attendance at networking events and trade shows. Management of the account base will also involve extensive liaison and co-operation with colleagues to guarantee customer's projects are delivered successfully and the business relationship cemented.

The ideal candidate for the role will be able to demonstrate previous success in business development and account management. They must be capable of effective diary planning and territory management and capable of writing proposals and giving presentations that result in a healthy sales pipeline and closed business.

Full product training and on going personal development opportunities are key to my client's success in attracting and retaining the right people. This is your chance to benefit from the backing of an internationally respected name with a reputation for innovation and quality.

All applications will be dealt with in confidence.

**To apply for this vacancy, visit [www.lawsonprice.co.uk](http://www.lawsonprice.co.uk)  
or email [candidates@lawsonprice.co.uk](mailto:candidates@lawsonprice.co.uk)**