

# Senior sales performance consultant

Email [info@sbrconsulting.com](mailto:info@sbrconsulting.com) for more information and how to apply.

## Salary

Within employment contract

## Sales + delivery target

Within compensation plan.

## Location

UK & hybrid: Must be able to work away from home based on project demands.

## Benefits

private health care, life insurance and performance-based share options, cycle to work scheme.

As a Senior Consultant, you will be responsible for the successful delivery of projects, ensuring projects are profitable and delivered to a high quality and on time. You will report directly to an Account Lead and partner with our clients' project team and key stakeholders to ensure SBR Consulting is creating value by delivering solutions that improve business performance. Together with other members of the SBR Consulting team, you will

work on delivering an outstanding experience that ensures long-term client engagement and tangible client impact, which will lead to opportunities for further collaboration on new projects. Everyone on the team who is client facing is also expected to be part of the business development function, i.e., all consultants have sales targets. This ensures that the client is working with practitioners who are using current best practice methods themselves.

## Requirements & experience

- Strong business acumen, a passion for providing sales consulting services for clients and able to work within a variety of sales environments.
- Evidence of a successful period of their career in frontline sales that relates to one of our core target markets within professional services, technology or financial services.
- Demonstrable experience related to the development and roll out of sales enablement and effectiveness initiatives around proposition, process, people and platforms.
- Ability to interact credibly with business leaders of both small and large, complex and global organisations.
- Exceptional interpersonal and communication skills at both one-to-one and group engagement levels.
- Considerable energy and passion for the sales profession.
- Excellent written & verbal communication skills.
- IT literate, and ability to learn new systems.
- Consulting experience.
- Project Management experience or accreditation.
- Minimum 10 years' experience in client-facing roles.

“The joy from my role as an active salesperson is helping businesses grow. I feel incredibly fortunate to be allowed to grow my career and to learn from some incredibly talented people who have worked in sales for many years.”

## Key responsibilities

**Account Development:** Build and nurture long-term relationships with clients, establishing yourself as a Trusted Advisor. Understand their business needs and provide tailored solutions that drive mutual success.

**Customer Focus:** Develop strong relationships with customers and deliver solutions that are customer centric. Strive to exceed customer expectations through exceptional service and support.

**Drive Results:** Consistently achieve sales targets and business objectives, even under challenging circumstances. Demonstrate a relentless drive to succeed and deliver outstanding results.

**Prospecting / Lead Generation:** Identify, access, and build relationships with key buyer personas. Generate and qualify leads to expand the customer base and increase sales opportunities.

**Builds Networks:** Effectively develop and maintain formal and informal relationship networks both inside and outside the organisation. Leverage these networks to identify opportunities and enhance business growth.

**Communicates Effectively:** Deliver clear, concise, and compelling messages to clients and colleagues. Ensure that all communication is professional and aligns with the company's values and objectives.

**Self-Management:** Prioritise activities to meet targets and timescales. Plan ahead, organising your workload and activities in advance to ensure efficient and effective time management.

**Being Resilient:** Demonstrate resilience by rebounding from setbacks and adversity when facing difficult situations. Maintain a positive attitude and stay focused on achieving goals.

**Delivery Leadership:** Understand the client's business, their challenges, and the outcomes they are looking to achieve. Lead programs that result in tangible benefits for the client and the company.

**Proposition Delivery Skills:** Ability to deliver projects effectively. Ensure that all propositions are executed to the highest standard, meeting client expectations and contributing to overall business success.