

United Kingdom Jobs Expertini®

Sales Director

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Company: Potentiam Ltd

Location: London Area

Category: other-general

Potentiam build offshore teams for their partner companies in their global locations using their dedicated local HR business partner model. Our partner clients are in finance, energy, SaaS, marketing, business services and IT, providing resource solutions for scaling businesses. Teams cover a wide range of roles from accounting, marketing, data management, HR, sales/account management, engineering, technology, and operations. The Client Relationship director will be an experienced strategic business developer to support our fast-growing partner clients build their businesses globally. We are looking for someone who has an ability to engage with CEOs, COOs, CTO and other CXOs on their key strategic issues and help design offshore solutions. The role will be responsible for building long term strategic partnerships with dynamic UK SMEs through a combination of strategic advisory and our offshore resource model in locations such as Romania, South Africa and India.

Duties & Responsibilities

Business development strategy – Build a plan to grow your UK business sectors with long term consulting agreements. Engage and develop CEOs & CXO on delivering their business objectives with the right human resource strategies. Develop your sales support team - inspire and motivate your sales support. Facilitate client strategy workshops - Either directly or with specialist consultants. Thereafter manage proposal development, intelligence provision, and follow up. Quarterly client strategy reviews – Oversee strategy reviews and coordinate global HR and solutions team's involvement if applicable. Coordinate global HR teams to support your client partner. Promote & develop consultant solutions – coordinate the introduction of Potentiam's senior specialist consultants to Clients in tech, analytics, digital marketing etc. in order to win new business.

BD targets – This role will be responsible for a monthly / quarterly/ annual new business and account revenue targets. Coordinate Quarterly Account plans with account managers –
Oversee the updating the client account plans you are responsible with new role forecasts. Required Skills & Experience A minimum of 10 years' experience consulting and business development in business services. A background in outsourcing, strategic RPO, or strategic talent solutions highly desirable International commercial experience of handling different cultures and geographies Degree Educated Proven track record of successful business development with CEOs, COOs at small and medium sized companies (80 staff+). Innate understanding of the strategic human and technical challenges faced by growing business and their resolution. Ability to provide objective advice and expertise to help an organization develop capabilities to deliver its objectives. Ability to establish and maintain strong relationships to influence others and move toward a common vision or goal. Ability to define problems concisely and design proposed solutions. Ability to facilitate workshops with client executive teams. Ability to meet clients face to face when required. Beneficial: Experience of working with strategic frameworks for resolving business issues A conceptual understanding of information technology, digital marketing, analytics or finance Background in business services sales, digital transformation, international exposure and consulting Accepting applications in the wider London area and Ireland. Disclaimer The personal information you provide in connection with the submission of your job application or otherwise as part of a recruitment process is used and stored for use only in the execution of a recruitment process and in connection with a possible recruitment. Our contact person for questions regarding processing of personal data in connection with HR activities is Chantal Endemann, who can be contacted on email at careers@potentiam.co.uk. The disclosure of your personal information to any third parties is in accordance with written agreements with the parties concerned that comply with the applicable rules, including confidentiality requirements and deletion of information after the recruitment process ends as per our data storage policy.

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