

United Kingdom Jobs Expertini®

Senior Managing Consultant – Sales

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Company: TÜV SÜD America

Location: United Kingdom

Category: other-general

At TÜV SÜD we are passionate about technology. Innovations impact our daily lives in countless ways, and we are dedicated to being a part of that progress. We test, we audit, we inspect, we advise. We never stop challenging ourselves for the safety of society and its people. We breathe technology, we strive for professional excellence, and we leave a mark. We take the future into our hands. We are TÜV SÜD. Established more than 150 years ago in Germany, TÜV SÜD is a leading global provider of technical services with more than 25,000 highly skilled employees across 1,000 offices worldwide. For over 30 years, throughout 33 locations, it is TÜV SÜD America's priority to create a safer future. To protect people, property and the environment from technology-related risks; we drive consumer protection, digital transformation, sustainable development, and urbanization. The Senior Business Development Executive responsible for creating new business development opportunities and leading new business growth for Tuv Sud GRC in the designated geography/industry sector. Responsibilities - Meet or exceed projected annual sales goal of \$1.2 million - Develop documented opportunity pipeline in CRM to demonstrate sales potential of \$3M to \$5M annually - Work with strategic pricing process to ensure acceptable profitability/margin for new business - Lead Tuv Sud GRC's account team for new business opportunities in your region/industry - Develop Tuv Sud GRC as a "market leader" for property risk engineering services by representing the firm at key industry events and risk management forums, including associations like RIMS Education and Experience - Engineering degree preferred, not required - 5+ years of experience in property loss prevention is preferred - 10+ years of experience in risk management/corporate insurance

sales - Intimate knowledge of who the leading property risk professionals and brokers are in a given geography/industry. - Excellent communication skills and public presentation skills - Strategic and consultative selling - Ability to manager over 300 prospects Equal Opportunity Employer – Disability and Veteran TÜV SÜD America, Inc. is an equal opportunity, affirmative action employer and considers qualified applicants for employment without regard to race, color, creed, religion, ancestry, marital status, genetics, national origin, sex, sexual orientation, gender identity and expression, age, physical or mental disability, veteran status and those laws, directives, and regulations of Federal, State, and Local governing bodies or agencies. We participate in the E-Verify Employment Verification Program. For more information on applicable equal employment regulations, please refer to the following: Labor Law Posters Powered by JazzHR

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