

United Kingdom Jobs Expertini®

Service Retention Consultant (Aftersales) - circa £35k + Company Car

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Company: Orbis Group

Location: Hampshire

Category: other-general

Service Retention Consultant - circa £35k + Company Car A well-respected consulting firm dedicated to customer transformation are seeking a Sales Consultant to join their team in the UK. Founded in the 2010's, this young and quickly growing company are doing very well - having already grown to over 600 employees! They are already a global presence with representation in over 10 countries - they lead the journey for their customers from strategy to action. They focus on Data Analytics to drive the Digital Transformation of their customers - focusing on customer strategy and defining design through Data Analytics. Service Retention Consultants offer specialised expertise to assist retailers in expanding their active service customer base, thereby enhancing retention & revenue generation. You Will: Support retailers in optimising their processes, executing effective marketing activities, conducting KPI analysis, generating reports, and identifying opportunities for improvement. Lead in-person retailer visits to completion: Health Check, visit slide briefing, on-site product & sales training Regularly align with key Marketing, Sales & Customer Support team stakeholders within the client organisation on relevant performance, initiatives, & support topics. Responsible for leading retailer meetings: crafting & producing meeting materials & content, with a key focus on uploading retailer visit reports to the portal after each visit. Conduct a thorough retailer assessments, emphasising the key areas of improvement. Ideal Experience: 4+ years' of business development experience, ideally with B2B sales and automotive industry experience. Project management and coordination experience. Bachelors degree or equivalent in business or a related subject would be preferred, but not essential. This role also offers a company car, which will be used for regular travel to

client sites. Competitive salary, great career progression opportunities, and a chance to join a fast-growing company as they expand their presence globally. If this sounds interesting to you, apply below or contact dylan@weareorbis.com

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