



Job title: Consulting Sales Manager

Role type: Permanent

Location: Skelmersdale / Travelling

Salary: Competitive, plus excellent benefits package

The Role:

To support our future strategic growth, we now have an exciting opportunity for a talented **Consulting Sales Manager** to join the existing close knit and focused Senior Sales team and together with the Leadership Team, really drive the business forward in both existing and new areas of opportunity.

The successful candidate will thrive in an organisation that truly values commitment, enthusiasm and proactivity, and be comfortable in a role that tests their analytical, organisational and interpersonal skills to the full.

Key responsibilities:

- To take ownership of the end to end sales cycle and the sales budget for Consulting sales, including the generation of new business for Consulting sales.
- Work with the team to identify and close cross-selling sales opportunities.
- Create, co-ordinate and deliver engaging sales pitches and demos independently or as a team.
- Construct commercially viable business proposals for new and existing customers for Consulting sales opportunities.
- Contribute to improvements across the Sales function.
- Maintain and develop strong industry knowledge of the Supply Chain.
- Take ownership of developing effective Consulting sales plans and sales methodology.
- Maintain and develop strong industry knowledge of the Supply Chain.
- Build strong internal and external stakeholder relationships.
- Attend relevant industry events as necessary within the UK and internationally.
- To maintain, input and update sales data into the CRM system.
- Liaise with the Marketing department to encourage and develop Consulting sales leads.
- Any other duty of reasonable request.

Your personal characteristics and experience:

- An enviable and demonstrable track record of growing profitable consultancy revenues within a complex technology-based environment.
- In depth understanding of deal construction including contract negotiation and real time profit and loss analysis.
- A proven ability to identify and secure new business opportunities whilst also nurturing and developing existing relationships.
- Proven experience in the development of strategic and mutually beneficial partnership models.
- The confidence, presence and intellect to quickly establish credibility and trust with key internal and external stakeholders.
- A true team player, with exceptional levels of personal drive and energy with a “can do” and “why not” attitude.



Desired experience:

- A demonstrable track record of success in a competitive and solutions-based IT environment.
- Experience within a consultancy organisation.
- A combination of strategic orientation and hands-on focus.
- Real comfort with leading-edge technologies and software as a service applications.
- Proven experience in the development of strategic and mutually beneficial partnership models.
- Experience within a services or software industry.
- Experience of creating new markets in international territories.

About us:

Established in 1994, our business is a tightly bound unit of highly skilled, highly motivated innovative SAP consultants. Our knowledge and experience within logistics and the overall supply chain are second to none. Our business is constantly developing and we currently operate around three main business streams; our core consulting, our support services, and rapidly growing mobile applications implementation and support.

The successful solutions we've delivered to globally respected names has earned our reputation as a leading authority in SAP Logistics implementation. Our strength lies in knowledge of industry sectors and supply chain solutions. If there's a way, we'll find it. If there isn't, we'll invent it. As well as running projects and we constantly look to develop a deep bank of our own assets / intellectual property that is right for the market. As such, our revenue streams are a combination of traditional project based revenues and recurring revenue streams.

All we do is based on honesty, integrity and a belief in building trust, because we feel that's the strongest foundation there is for sustainable and mutually beneficial partnerships. The business is highly successful, growing rapidly and is poised for an exciting period of further development, providing unrivalled opportunities for our key asset, our people.

Benefits:

- 32 days holiday per year including statutory UK Bank Holidays.
- Private Bupa health care cover.
- Computershare cycle to work scheme.
- Computershare childcare vouchers.
- Employee Assistance Programme (EAP).
- Legal cost discounts.
- Up to 5% pension contribution.

This is a fantastic opportunity for the right individual, please submit your CV to:
Recruitment@theconfigteam.co.uk