

## **Business Development Manager Human Capital, Performance Improvement practice.**

**Attractive package:**            **circa £55,000 basic with projected OTE c £150K pa  
(Includes share options and potential equity participation)**

**Location:**                        **Central London (Travel required)**

An opportunity has arisen for two talented Sales focused Professionals to work for an entrepreneurial, forward thinking London based HR Consultancy who has experience in the following areas: Change Management; Performance Improvement; Organisational Transformation; Leadership Development and/or Executive Coaching.

We are forecasting an increase in demand for our unique solutions in both our transforming the performance culture and executive coaching/Leadership development practices and are therefore looking for commercially focused, sales driven individuals to grow our Practices and bring clear and innovative thinking to our clients biggest performance improvement challenges. As a niche HR consultancy, we design and deliver innovative thinking and performance transforming programmes to enable organisations to accelerate and embed people and business focused change projects, which deliver both hard and soft metrics in a rejuvenated organisation.

You will have experience or an understanding of working in both private and public sector organisations and have some experience of the full project lifecycle from concept to implementation. You will also have an established network of High Profile business leaders and HR Professionals as well as being able to pro-actively establish new business relationships to develop the business practice propositions.

The primary focus of the role will involve achieving your personal target by creating, establishing and converting high quality sales leads. You will win and sustain client confidence, capture new business and develop client relations.

The Business Development Manager role is a rewarding role for the right, highly personable, sales focused and ambitious individuals who understand that 'every problem' presents an opportunity to listen to, match and anticipate our client needs by providing them with tailor made innovative issues focussed solutions. There will be ample opportunity to maximise sales of other solutions offered within the Business.

To apply for one of these roles please send a full CV and covering letter stating why you should be considered along with details of your current reward package to [mthaman@rialtoconsultancy.com](mailto:mthaman@rialtoconsultancy.com)