

## **Business Development Consultant Executive Outplacement & Restructuring Solutions**

**Attractive package:** Competitive Basic & Commission

**Location:** Central London

### **Leading Niche Consultancy – HR, Performance & Business Transition**

Reporting to the Chief Executive, this role provides a fantastic opportunity for a commercially focused, sales driven individual, to grow our Executive Outplacement and Best Practice Restructuring Practice and bring clear and innovative thinking to our clients' biggest performance improvement challenges.

As the most experienced team of Consultants in this specialist niche, Rialto, design and deliver innovative thinking and performance transforming programmes to enable organisations to accelerate and embed people and business focused change projects.

The primary focus of the role will involve achieving targeted sales results for Executive Outplacement and Restructuring Solutions by prospecting, creating, establishing and converting new business opportunities. You will win and sustain client confidence, capture new business and develop client relationships with a first class client services team.

This is a rewarding role for the right, highly personable, sales focused and ambitious individual who understands 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 be considered for this position, you must possess:**

- Extensive business development exposure gained in a professional services environment
- Extensive relationships amongst either HR or Senior line management in either / both the public or private sector
- A proven track record of meeting and exceeding sales targets
- A high degree of self motivation, top class interpersonal skills and an assertive, dynamic approach
- Experience of the full project lifecycle from concept to implementation
- Be a great team player who's passionate about selling
- An entrepreneurial mindset
- Some experience of selling Executive Outplacement / Career Counselling or related services

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