



## Executive Consultant - Business Development Manufacturing, Retail, CPG.

This Group is one of the world's largest providers of Consulting, Technology and Outsourcing services, with offices in more than 30 countries. The company helps businesses implement growth strategies and leverage technology and with the company employing around 50,000 people worldwide, this established organisation is seeking new senior level management in the UK to capitalise on its existing business opportunities. The position is based in London or Woking.

The position is within the Consulting Services business and will ensure the achievement of profitable target sales and delivery of excellent client service to nominated key accounts in the MRD sector.

### THE KEY RESPONSIBILITIES OF THE ROLE ARE:

- Create sales opportunities and close them; meet agreed sales target
- Build, maintain and co-ordinate relationships at senior executive level with clients
- Develop and maintain the account strategy and plan
- Ensure pursuits and engagements are resourced appropriately
- Coordinate the relationships across engagements at the client to support client and the organisations strategies

### Person Profile:

#### ESSENTIAL

- Graduate calibre with 8 years commercial experience
- At least 4 years experience within a management consultancy at managing consultant level (for exceptional candidates without consultancy experience excellent board level relationship development and management success)
- At least 4 years industry experience in one or more of Manufacturing, Retail, Consumer Products or Distribution sectors
- Business development experience at board level within a complex solution environment
- Strong analytical, organisational and project management skills
- Highly credible with the ability to influence both internally with colleagues and externally with clients

#### DESIRABLE

- Big 5 or equivalent management consulting experience
- Thought leadership expertise within at least one of the following areas: Supply Chain, CRM, M&A, manufacturing process, product development and introduction and to market, sales & marketing or corporate strategy

#### PERSONAL QUALITIES

- Excellent leadership qualities; flexible and dynamic style
- Strategically orientated with sufficient hands-on expertise to be involved across all aspects of account management
- Self-driven and able to work in a low support environment building accounts from scratch
- Strong negotiation skills, with the ability to balance account imperatives with internal priorities
- Able to work effectively in a team orientated environment, with a track record of service orientation coupled with a strongly supportive mentality.

For further information, please e-mail your CV to [Marianne Bastin](#) or telephone on 020 7153 1081.

SR Consulting Group, Europe

1 Ropemaker Street, London, EC2Y 9HT, United Kingdom  
1e Constdtijn Huygenstraat 69 II, 1054 BT Amsterdam, Netherlands