

Head of Sales/Sales Director - Training and Resourcing Services.

Location: Central London

Following recent success and expansion into new sectors, my client, a growing £100M turnover BPO is looking to hire a Sales Director. You will be the most senior sales person in the business.

The organisation is a very diverse resource led outsourced provider that introduce training, teams and individuals to manage projects, hit short-medium term goals or add experience in under-resourced departments.

The business has enjoyed the majority of its success in the financial services sector historically, but their solutions are applicable to virtually any sector. They've had some real success recently in engineering, automotive and telecommunications markets and now work with businesses such as BT, KPMG, Honda and Bentley.

Key Requirements:

- Experience selling a solution in a consultative manner to a range of Blue-Chip clientele
- Comfortable working in both a hands on sales and team leadership capacity
- Pro-active sales person who has a track record of closing high value deals
- A real relationship builder

Experience Required:

The ideal candidate will have experience of working for a consultancy service business in a client facing role. You will be able to work in an autonomous capacity and be able to lead and drive a high performing team of Sales Executives.

Someone with experience in BPO or Recruitment would be highly desirable but high calibre people who sell a consultative solution to multiple sectors will also be considered.

If you are interested in hearing more about this exciting opportunity, please apply via our website.