

## Client Director – Sales & Business Development

Huthwaite International is one of the world's leading names in international sales performance improvement, best known for its pioneering research into the behavioural skills of effective major sales – the SPIN® model.

For over 40 years it has been helping clients to transform the performance of their organisation in three main areas of expertise under the headings of: sell, negotiate and communicate. Huthwaite's commitment to on-going research ensures that it retains its position as a thought leader across a range of commercial issues.

Many of the world's leading companies trust Huthwaite and value its role as a business enabler. Without exception those that took part in a client survey awarded it 100% advocacy, happy to recommend Huthwaite to others.

### **Role**

To achieve substantial growth, Huthwaite are looking to recruit a Client Director to effectively sell the Company's products and related services to global clients.

This role is critical in Huthwaite's strategic direction to provide world class international solutions for its clients. Individuals will be responsible for maximising sales profitability, growth and account penetration.

The role involves leading bids by writing persuasive proposals, leading sales meetings and presentations and leading negotiations.

### **Working Relationships**

The role will have close and effective working relationships with all Sales functions, Marketing, Learning Solutions, IT as well as Huthwaite's International network of licensees, agents and associates around the world.

### **Your Background**

Applicants will ideally be degree educated and experienced Sales/Business Development Executives with a background in B2B solution selling using a consultative sales approach, ideally from a training or consultancy background. They will have worked with or have had exposure to working within a demanding sales environment balancing demands from internal and external stakeholders.

Applicants must have gravitas, credibility and strong, demonstrable experience in a B2B sales environment whilst also being adaptable, resilient, flexible and results driven to meet sales targets and ambitious client demands and deadlines.

Applicants will need to be excellent written and verbal communicators and influencers and should be highly IT literate and acquainted with current trends in harnessing IT solutions to meet sales objectives. The ideal applicant will be accustomed to working in a sales-focused environment where 'going the extra mile' to exceed client expectations is the norm. The successful applicant will also be expected to quickly assimilate Huthwaite's key IP and be competent in ensuring full application of our sales process and CRM utilisation.

The role is based at Huthwaite's Headquarters in South Yorkshire so applicants will be required to commute regularly, although there is opportunity for some flexibility and working from home. Applicants must also be willing to travel globally in order to effectively carry out their role.

We offer a competitive salary and car allowance plus the potential for OTE.

To apply, please send your CV and current salary details by email to [careers@huthwaite.co.uk](mailto:careers@huthwaite.co.uk)