



Senior Sales Consultant - ERP & Transformation

Hays • Newcastle Area NSW



Base pay

\$150,000 - \$200,000



Work type

Permanent



Contract type

Not provided

Job details



Date posted

27 Jul 2022



Expiring date

27 Jul 2023



Category

Science, Technology & Environment



Occupation

Management - Agency



Base pay

\$150,000 - \$200,000



Work type

Permanent



Job mode

Standard/Business Hours

Full job description

Your new company

Hays are currently working with a global organisation seeking a Senior Sales Consultant to join their team.

Your new role

Joining a large consulting operation, you will liaise closely with various technical and operational departments, to ensure that new business development opportunities are assessed and addressed. With an in-depth understanding of the customer's needs, you will drive the development of a pursuit strategy for securing business and implementing technology solutions on an enterprise scale.

Functioning as the primary point of contact, you will drive the teams' efforts in developing the proposal, solution, and pricing. As a trusted advisor and collaborator, you will get senior management buy-in and allocate and manage internal resources for joint efforts. You will contribute to the development of executive and volume summaries and customer presentations, with an overarching view of alignment to client proposal. Additionally, you will monitor, review and direct weekly proposal progress, ensuring adherence to the process and schedule. You will proactively prepare, coordinate and lead client presentations before supporting the negotiations to close the deal.

What you'll need to succeed

- Experience in a similar role with an understanding of service delivery mechanisms, project management, business development and commercials

- Strong communication and problem-solving skills
- Proven experience meeting strict timeframes
- Experience in large transformations and / or ERP delivery & sales will be required
- Outstanding presentation skills

What you'll get in return

On offer is a rewarding permanent opportunity with an organisation with a flexible and agile work environment and ongoing learning and development opportunities. You will work in a collaborative and inclusive culture that focuses on people's wellbeing and innovation.

Please note: While the preferred location for this role is Newcastle, NSW, you can be based anywhere on Australia's east coast.

What you need to do now

If you're interested in this role, click 'apply now' to forward an up-to-date copy of your CV, or send an email through to Kira.Bauske@hays.com.au.

If this job isn't quite right for you but you are looking for a new position, please contact us for a confidential discussion on your career.

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