



**amberjack**



# **Client Solutions Consultant**

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## Newbury

### Competitive salary, bonus and benefits package

### Permanent - Full time

#### About us

At Amberjack we've long been setting the standards in future talent and intake-based volume recruitment. Our advanced systems and intelligent solutions are designed to deliver the ultimate recruitment experience. From intelligent attraction to recruitment process outsourcing and bespoke assessment and selection tools, we work as an extension to our client's teams. We are the quality behind the quantity. We do what's right for our clients and their candidates. We don't know any other way.

#### The role

You will be a key member of the Client Solutions team responsible for promoting the Amberjack brand, products, services and solutions to prospective clients, whether over the phone, face-to-face, by social media, networking or in other ways. You will be following-up marketing leads and any other leads generated by the business. You will:

- Build long-term relationships to ensure maximum revenue
- Keep up to date with market news and changes
- Work with the Marketing Team and your colleagues in Client Solutions, continually strive to come up with new and interesting ways to reach the market and increase brand awareness
- To play an active role in delivering proposals, tenders, pitches and pricing negotiations
- To travel and attend client premises as required

#### Who we're looking for

We need someone with real drive, motivation and a genuine passion to continually find innovative ways of engaging with new audiences and who can excel at winning new business:

- Experienced within a Client Solutions/Business Development Consultant role
- Highly motivated with a proven track record of identifying new client opportunities, winning new business and converting to revenue
- Experienced at prospecting, fact-finding, qualifying leads and converting into new business
- Experience of working with numbers, logical thinking and pricing solutions
- Able to maintain, evaluate and apply CRM to generate new business
- A strong track record of consultative, solutions selling and delivering business development growth in one or more of the following: RPO, HR Consultancy, Assessment & Development
- Familiar with ATS
- Comfortable with technology
- Exceptional communicator with great listening skills
- A talent for managing stakeholders
- Strong intellect with a high level of integrity
- Comfortable with and credible when working at a senior level with clients

## Why work for us?

In return we offer a competitive salary and benefits package, a collaborative, open and friendly working environment, and great opportunities for personal and professional development.

## How to apply

Please apply with your CV and a supporting statement outlining your suitability for this role to [joinus@weareamberjack.com](mailto:joinus@weareamberjack.com)

If you have any questions about this role or need to access information in an alternative format, then please contact Gwen Atkinson on 01635 584130 or [gwen.atkinson@weareamberjack.com](mailto:gwen.atkinson@weareamberjack.com)