



The Negotiation Academy - Europe

The Power to Win More

BUSINESS DEVELOPMENT MANAGER

Line Item	Activity
Sector	Management Consultancy & Training
Location	Hampton, Middlesex, UK
Remuneration	£100k OTE
Date of Commencement	ASAP
Reporting to	Sales Director

The Company

The Negotiation Academy – Europe (TNA-Europe) is a Management Consultancy that specialises in business negotiation. Our award winning solutions are based on a best practice, process driven methodology, supported by tools that facilitate the creation of holistic, principle-centred competencies that deliver tangible ROI for our clients.

We specialise in customised in-house corporate solutions and offer open access workshops. These courses are attended by international delegates from across all industries. Our vast cross cultural, cross industry experience enables us to assist our blue chip clients to achieve optimal negotiation outcomes across a range of disciplines and markets.

The Role

With a strategic focus on product development with effect from January 2008, we are seeking an commercially experienced sales professional to secure new business through both new- and existing opportunities. This role requires an independent, experienced, ambitious sales executive, who will be selling business negotiation skills training and consulting solutions to professional individuals and organisations.

Skills & Experience Required

The successful candidate must possess a minimum of 10 years' practical business experience, with polished sales and presentation skills. Whilst a university level degree is preferred but not essential, proven, traceable sales achievements are essential. Advantageous will be skills such as proposal writing, sales campaigning and telephonic sales skills, as much of the role is telephonic due to our global reach. A good command of the English language is absolutely essential.

Prerequisites include the highest levels of professionalism, and the ability to engage with clients across all industries, designations and cultures. Boardroom level credibility and presence is essential. An understanding of negotiation best practice will be regarded as strongly advantageous. The successful individual will be target driven, self motivated, possess strong organisational skills and display sound leadership qualities.

The Negotiation Academy - Europe offers a competitive remuneration package with uncapped commission and benefits commensurate with both the position and the experience/skills set. This autonomous, entrepreneurial environment offers the right candidate excellent career growth potential. Interested candidates should set out why they are suitable to be considered for the role in a short cover note.

Interested candidates meeting all requirements should email their CV and cover letter in the first instance to linda.macaskill@negotiationeurope.com. Short listed candidates will be contacted by telephone to establish suitability.

WWW.NEGOTIATIONEUROPE.COM

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