

Vacancy: Business Development Manager

Home based, covering the United Kingdom and reporting into the Cardiff office.

Package up to £80,000+ Excellent Benefits and Bonus

S A Partners is currently looking for a talented business development manager to help support its continued successful expansion. We are the longest-standing Lean Enterprise consultancy in the UK with an excellent reputation – our employees and partners have led the transfer of early pioneering work in Lean to the wider market place and we have numerous international blue chip organisations within our client portfolio.

This is a fantastic opportunity to help a market-leading company to develop its business within the UK. The successful candidate will be responsible for developing significant business accounts and winning sales across service and manufacturing sectors. He or she will also drive commercialisation strategies for the business's IP and act as part of the wider management team supporting the international expansion of the company. A small proportion of their time will also be spent on Lean project delivery, particularly at project kick off, but also as part of a wider role of key account development.

The ideal candidate will have a technical or business degree along with a proven business development track record in a consultancy environment. You will be an accomplished presenter at board level, able to win credibility and inspire confidence. You will also have achieved demonstrable success in leading and delivering internal/external consultancy assignments, or in a senior position in an enterprise which has successfully adopted Lean initiatives. Most importantly you will be passionate about securing change and improvement.

You will be covering the UK with some requirement to travel into Europe and on exception the rest of world as dictated by client pull.

To express your interest in this position, email your CV to Recruitment.