**Job Title:**

**Associate** **Sales Consultant (Remote with occasional travel)**

**About Us**:
We're a dynamic leadership consultancy experiencing rapid growth and seeking a skilled **Associate Sales Consultant** to join our team. This is an ideal opportunity for a driven professional looking to leverage their sales expertise and contribute significantly to our startup's success.

**As an Associate Sales Consultant at NxGen Leadership, you will:**

* Identify potential clients and business opportunities.
* Reach out to leads through LinkedIn, email, and other channels.
* Build strong relationships with clients and prospects, fostering trust and loyalty.
* Present NxGen Leadership’s services to prospective clients.
* Support with sales targets and provide regular updates.
* Develop and execute effective sales strategies to identify and target key decision-makers within our target market.
* Negotiate contracts and close deals to drive revenue growth.
* Collaborate closely with our leadership team to develop and implement sales initiatives.

**Must Haves**:

* Entrepreneurial mindset e.g. a proactive, self-starting approach to identifying opportunities and driving sales.
* Minimum C grade/ grade 5 in GCSE in English & Math or Functional Skills Level 2.
* Basic knowledge of LinkedIn, X, Instagram, and Facebook.
* Comfortable working remotely with good communication skills.
* Sales-driven with a strong work ethic and ambition.
* Ability to manage and maintain client relationships.
* Confidence in presenting or pitching:
* Public speaking or presentation skills to deliver pitches to potential clients.

**Desirable**:

* Basic understanding of sales techniques e.g. knowledge of B2B or B2C sales strategies, cold calling, or email outreach.
* Negotiation and persuasion skills e.g. proven ability to close deals or negotiate terms with clients.
* Experience managing client relationships or handling multiple accounts.

**Perks & Benefits**:

* A competitive commission structure based on your performance.
* Flexibility and autonomy in your work arrangements.
* Opportunities for professional growth and development.
* The chance to be a key player in a rapidly growing startup.

**How to apply:**

**Please provide a brief response (no more than 2 pages) to the following questions.** Highlight your skills, knowledge, and experience, and explain how they align with the job requirements. Be sure to include any relevant volunteering duties that demonstrate transferable skills.

1. What strategies do you use to identify and qualify potential leads?
2. What sales methodologies or techniques do you find most effective? Can you provide examples of how you've applied them in your previous roles?
3. What do you consider to be the most important qualities for building strong client relationships?

**Submit your answers and most up to date CV to:** **hello@nxgenleadership.com**

**\*** *Before applying, please note that in order to work with us, you must have at least 1 year of sales experience, a UTR number, public and liability insurance* *or be willing to get all before working with us.*

**Inclusivity**:
We encourage you to apply, even if you don’t meet 100% of the requirements. We value enthusiasm, willingness to learn, and a proactive attitude over experience alone. If you need reasonable adjustments or want to learn more about the role, please email: **hello@nxgenleadership.com to book in a call with the hiring team.**