

Sales Associate

Job Location: Hult International Business School, London

Minimum Duration: 1 Academic Semester



About Us

Hult Strategic Consulting is a Junior Enterprise consultancy working to tackle big challenges. This is a student-led consultancy firm that has the objective of developing its leadership team as well as its consultants early in their careers so that they can graduate with real-life experience working for companies that take their recommendations forward and allow them to make an impact. You will have the opportunity to work in an entrepreneurial, independent, and energetic environment where you will be challenged and encouraged to develop your full potential.

Role Description & Objectives

HSC JE aims to provide high quality consulting services and innovative solutions and interacts with various corporate and academic figures, start-ups, and SMEs. The **Sales Associate** is a board role within HSC and expectations include assist the Sales Director with an overall effective and efficient client acquisition, relation & retention management, developing key growth sales strategies, tactics and action plans. Successful execution of these strategies is required to achieve your financial targets. The Sales team will be expected to hit annual targets, build relationships and understand customer trends.

General Duties & Responsibilities

- Own and hit/exceed annual sales targets within assigned accounts
- Perform effective client acquisition
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Coordinate with consultants to ensure the desired service is delivered to clients
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals
- Understand category-specific landscapes and trends
- Reporting on forces that shift tactical budgets and strategic direction of accounts

Desired Skill Set (Subject to Develop)

- Excellent listening, formal communication and presentation skills
- Excellent verbal and written communications skills
- Ability to communicate, present and influence
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services
- Basic negotiation skills and broad knowledge of methodology and tactics