

Job description

Position: Business Development Consultant

Reporting to: Head of Consulting UK

Location: London, Covent Garden

About The Storytellers

There are not many businesses growing in the current economic environment. We are...

Stories help all of us make meaning, find purpose, and embrace new mindsets and behaviours. Today's VUCA environment means that narrative and storytelling have never been more critical to help leaders build true organisational resilience in the face of constant change.

The Storytellers are a globally leading management consultancy specialising in storytelling. We have worked with over 180 global organisations across multiple geographies to support a variety of change and development initiatives. Our methodology has been tried and tested through 17 years' experience and countless examples of measurable success.

At The Storytellers, we help leaders move their people to accelerate change and transform business performance through integrated programmes with stories at their heart. Working closely with our clients, we co-create clear and emotionally compelling stories that bring people through complex journeys of change - built on narrative frameworks that leaders at every level can use as a tool to engage, connect and equip the whole organisation.

Our diverse team includes vibrant talent from the consulting, strategic writing, creative and production world. We move at pace, we're fun to work with, passionate about what we do and the difference we make for our clients, their people and wider society. As we expand our business, we are looking for resilient self-starters who thrive in a fast developing environment and are excited about joining a growing organisation at a pivotal moment.

Overview

We have two newly-created roles of Business Development Consultants, who'll be responsible for driving sales growth in the business. These are vital roles within the commercial function, supporting The Storytellers' ambitious growth plans.

The primary focus of the Business Development Consultant is to drive new business through developing and creating strong relationships with C-suite stakeholders, across defined sectors in the UK. The nature of the position will mean that there is a wide opportunity to also develop clients with a global footprint.

The Storytellers work with clients who are in the top tier of their market sectors, these are typically large and complex organisations. Experience of working with these types of organisations is critical.

Key responsibilities

- Partner with clients' key decision makers and influencers (C-suite Executives, influencers in areas of Corporate Strategy, Communications, People, Leadership Development, Learning and Development, Procurement), developing lasting, trusted partnerships, aiming at increasing the scope and scale of The Storytellers' services.
- Deliver agreed new sales targets and actively contribute to client account planning.
- Negotiate contractual agreements and commercial terms, facilitate pre and post-sales engagement.
- Provide regular client insights and contribute to development of client solutions.
- Proactively maintain the data within the CRM and reporting tools (HubSpot).

Skills and experience

- Understanding of power of narrative and storytelling within a business setting, and a desire to adopt The Storytellers' approach and methodology.
- Proven successful new business sales experience gained in a B2B environment, preferably within high value customised professional services.
- A self-starter with strong track record of building a portfolio of business and successfully collaborating with colleagues to execute the sale.
- A lateral thinker with a strong grasp of global industrial and economic trends and the ability to continuously translate their implications into strategy, thought leadership and business plans.
- High level of emotional intelligence, confidence and ability to quickly build meaningful relationships at all levels, internally and externally/internationally, especially at C-suite level.
- Comfortable dealing with complex client challenges and solutions, with track record of winning business with C-suite FTSE 100/FTSE 300 clients.
- Confident practitioner of value-based pricing and strategic consultative-led sales.
- Experienced user of CRM systems, as well as inbound sales and marketing software (SalesForce, HubSpot or similar).
- Knowledge of SME specifics and an appetite for joining a growing organisation, being comfortable with and thriving on change.
- Well organised and structured approach to pipeline management and development of key new business opportunities across a range of sectors.
- Excellent command of English (verbal and written), other languages would be a benefit.
- A true team player, able to work cross-functionally with agile interdisciplinary teams, including consultants, producers, designers, strategic writers, programme managers and other subject-matter experts that we involve in the delivery of our integrated programmes.
- Intellectually curious, genuinely interested ('sponge', not 'rock').
- Naturally consultative; seeking first to understand, then to be understood.
- Able to work in a fast-paced environment with a solutions-oriented attitude.
- Authentic and true to oneself.

- Dynamic, making things happen, proactive and tenacious self-starter with entrepreneurial spirit.

Requirements

- Eligible to work in the UK
- Internationally mobile (travelling)