

Associate Director

South West

£Six figure package

Lead A Premier Management Consultancy

In the world of management consulting, Hay Group has built its reputation on robust and innovative methodologies that transform organisations by maximising the performance of their people. We bring an unprecedented level of research, experience and heavyweight intellectual capability to what is often seen as the 'softer' side of consulting.

To support our ambitious but achievable growth strategy, we seek an exceptional individual to join the South West regional team. The focus of this role will be on business development – identifying and developing new and existing client relationships to grow our business. You will lead the sales process and delivery of large solution-based projects (often CEO sponsored), managing ongoing relationships with the client and ensuring smooth communication between our consultants. This is a great opportunity to play an instrumental role in building a business and to be a significant part of Hay Group's growth both regionally and nationally.

The solutions that you will be shaping, focus on improving organisational effectiveness through people strategy. We work across private and public sectors with a wide range of clients on exciting, complex and leading-edge projects.

We seek an individual with the following attributes:

- A Graduate with an impressive record of developing business and selling high value solutions at the most senior levels (ideally in a mix of blue chip, public sector and large organisations).
- 12+ years' business experience, the commercial acumen and credibility to be fast-tracked to Director level.
- A proven network of contacts and the skill to develop new ones.
- Most likely to have a background of success in consulting or executive search with blue chip clients.
- A team player with an interest in and enthusiasm for Hay Group's business and areas of expertise.

Hay Group is dedicated to offering the work/life balance often missing in consultancies. It values diversity and the entrepreneurial.

To apply, please send your CV with a covering letter, briefly outlining the level and areas of your business development success, to Lindsey Newman at Purple House HR quoting reference J388. Email: haygroup@purplehousehr.com. Alternatively, for a confidential discussion, please contact her on 0117 906 3424.

For further information about Hay Group please visit www.haygroup.com

HayGroup
people before strategy