



ADVISE • CREATE • ENABLE

# SENIOR CONSULTANT

To create and deliver consulting and training services to Quadmark's IT industry client base, and to develop and close new business opportunities with existing and new clients.

Quadmark's Purpose is "to help organizations make better decisions at all levels of the company whether they're small pivots or bigger choices we make with leadership."

Working with the top IT companies you will be addressing business, marketing and sales challenges, helping our clients transform their go-to-market strategies. You will also be facilitating blended learning interventions, transforming senior sales forces into trusted business advisors. Deepen your expertise, continuously learn and grow by joining us.

# QUALIFICATIONS

- More than 10 years experience in sales, marketing or channel management of IT industry.
- Ability to travel.

## Skills & Knowledge

- Detailed understanding of IT Channel Distribution model.
- Excellent written & verbal communication skills.
- Ability to conceive, design and develop training programs.
- Ability to present to large audience.
- Ability to document client briefings and develop proposals for new business.
- from existing and new clients.
- Ability to negotiate fees and close deals.

## Attitude & Behaviour

- Confident and composed under pressure.
- Self-motivated.
- Willing to be stretched and uncomfortable.
- Humble enough to recognise knowledge gaps and willingness to learn and find answers.
- Accountable for quality and timeliness of delivery and meeting commitments.
- Open to ideas of others.
- Willingness to coach, develop and empower more junior team members to progress to more challenging assignments.

## KEY RESPONSIBILITIES

- Create consulting frameworks, business models, instructional design and curriculum models.
- Develop strategic frameworks or training curriculum for workshops or E-learning modules.
- Develop new business opportunities.
- Document client needs, develop, scope, price and present proposals, and close deals with maximum revenue.
- Project manage end-to-end customer engagements.
- Structure and brief project teams.
- Assign work tasks to peers and more junior team members in an appropriate manner retaining ownership for quality of all work controlled
- Manage scope creep.
- Conduct and record effective brainstorming sessions and client SME interviews
- Design and develop training content leveraging and adapting existing IP, and researching and creating new IP.
- Deliver training courses to an audience of sales or business professionals in face to face and virtual classroom.
- Coach and develop more junior team members .



ADVISE • CREATE • ENABLE

## KEY SUCCESS FACTORS

- Structured thinking.
- Strong message/story flow and structure with clear learning points.
- Developing credibility, rapport and trust with customers.
- Successful collaboration with colleagues.
- Ability to read an audience and keep them engaged.
- Cool temperament and ability to deal with dissenters, resistance and distractions.
- Achieving high classroom satisfaction scores and positive anecdotal comments from participants.
- Taking ownership of clients and engagements.
- Successful development of referrals.
- Focus on time management, prioritization and productivity.
- Acceptance of change.
- Delivering what we promise.