

Principal Consultant

£29,728 - £33,289



You're an exceptional talent and your ability to identify, develop and maintain revenue streams which are sympathetic to our brand values is what will make you a truly successful Principal Consultant.

What's the role?

As a subject matter expert, you'll be expected to use your knowledge to identify and develop acquisition strategies to gain those 'hard to reach' passive candidates, along with leading on new business opportunities to build on your success.

What training will be provided?

Building on from your previous training and development, the role of a Principal Consultant focuses on your niche market and how you maximise business opportunities within that niche. Looking at profit & loss and budget management to ensure those business opportunities are financially optimal.

How will my performance be reviewed?

Again, you'll be measured and reviewed against financial and behavioural targets. You'll be expected to be a role model, living the values and being a brand ambassador for your personal desk and company.

What's this leading to?

Your role as a Principal Consultant is the highest non-people management role within the business. However, that doesn't mean that you should pack up and go home. Our investment in you to date is testament to how much we believe in your personal development as a sales recruiter. That won't stop just because you've hit the top rung.

Side stepping into a Managing Consultant role will give you the opportunity to manage your own team in addition to maintaining your sales desk.

Interested? Send your CV to careers@connect2staff.co.uk