

## Consulting Director (Sales)

- **Role Summary:**
  - Create and sustain a pipeline of consulting engagements and related software sales, exploiting a large network of NHS provider relationships
  - Provide light touch input to delivery engagements ensuring the continued engagement and sponsorship of the exec team, ultimately ensuring maximum onsell is realised
  - Contribute to the development of the FEI service offerings, including product collateral, marketing/sales material
- **Key Responsibilities:**
  - Business Development**
    1. Utilise an established professional network to independently drive a sales pipeline for both consulting and software to the value of £2m+ annually
    2. Act as trusted advisor and partner for FEI clients, including clinical/operational executives, establishing strong personal relationships and buy-in reflected in a strong market profile
    3. Successfully on-sell from existing engagements, including effective account management ensuring executive relationships are managed during engagements; identifying opportunities for further support across FEI's full product range; co-developing on-sell propositions with existing clients, as well as positioning and securing the 'win'
    4. Play a leadership role in the development of major proposals and drive compliance with internal processes, ensuring all commercial opportunities are properly qualified
  - Programme Delivery**
    5. Senior client lead for programmes during the delivery period ensuring appropriate mobilisation, engagement, delivery and close out of FEI consulting programmes
    6. Ultimate responsibility for programme reporting and communications, personally delivering key presentations to clients working with the Partner and Managing Consultant
  - Thought Leadership**
    7. Apply an in-depth knowledge of the NHS environment, including market developments affecting the NHS systems, inc. providers, commissioners and the system regulators
    8. Take a leadership role in the development and continuous improvement of the FEI engagement approach, delivery model, products, services and knowledge assets
  - People Leadership**
    9. Lead the team by setting a clear vision, modelling the values and behaviours expected, and provide mentorship and coaching, ensuring the team learn and develop through timely, constructive and clear engagement feedback
    10. Create a breadth of followership within FEI to provide an effective network to support their client work and internal leadership responsibilities and develop our future leaders
- **Required skills and experience**
  - Demonstrable track record of new business development and converting sales in the NHS
  - Strong understanding and appreciation of hospital operations and the challenges that FEI clients face
  - Proven ability to build teams and lead consulting work at the most senior level