

Company Description

For 30 years we have been connecting professionals and delivering talent in highly regulated industries by building a global ecosystem of leading skilled contingent professionals, providing a gateway to talent in the Financial Services, Legal, Technology and Training & Development sectors.

Our purpose is simple: to build the global workforce of the future. Today. Helping our clients to maintain an agile, flexible working model while having access to skilled professionals on demand and cost effectively when they need them.

At Momenta we put people at the centre of everything we do. This promise is reflected first and foremost in our in-house team of specialists who work directly alongside our clients and associates, ensuring everyone has a true Momenta experience.

We understand that a business is only as good as its people, and we take extra care to not only select the best in industry to represent us, but also to offer the best ensuring our people are well looked after and are provided with opportunities locally and globally to grow and expand their horizons.

Job Description

The Head of New Business – UK is responsible for developing new partnerships as a result of your skills - from prospecting to deal making - by identifying new clients, understanding their goals, building new relationships, to delivering meaningful solutions helping them achieve their aims & objectives.

The role requires a highly ambitious individual to lead and grow the new business division in the UK. This is a critical role to support the ongoing growth strategy of our UK territory. The successful individual will be working in conjunction with the global marketing team to build and execute on the sales pipeline, and the Implementation & delivery teams to develop solutions and ensure profitable execution of sales.

Location: Work from home, with regular visits to the London City office (Tower 42, Old Broad Street). Regular travel to client sites

Primary Responsibilities:

- Develop a sales plan that identifies target companies, their business model, upcoming projects and therefore likely needs for our services. The plan will identify both volume opportunities and target companies where the sale is likely to be easier.
- Initiate engagement with targeted accounts to build new business relationships and create opportunities for new business development through proactive networking and relationship building with new prospects and business contacts.
- Identify emerging markets and market shifts while being aware of new services and competition status.
- Build a clear understanding of the target companies business model, upcoming projects and contingent resourcing strategies to identify new business opportunities
- Proactively create solutions and improvements in sales execution in the UK region
- Negotiate proposals and lead on contract negotiations and reviews.

- Support direct to market lead generation as well as follow up on marketing generated leads to win new business.
- Own the sales pipeline for the UK, reporting weekly on activity.
- Exceed quarterly/annual targets and build successful customer transition plans into the delivery team.

Requirements:

- Highly motivated, energetic and driven to succeed
- Exceptional sales skills
- Consultative selling experience
- Strong organisational and time management skills
- Self-Starter able to work on own initiative and independently
- Strong presence and influencing/negotiation skills
- Ability to manage own time and prioritise work in order to achieve targets
- Excellent written and verbal communication skills
- Strategic thinking
- Excellent relationship building skills with the ability to establish rapport with clients, senior stakeholders and staff at all levels
- Experience of managing mid to large client accounts
- A passion for delivering exceptional client service and driving new business development activities with a track record in using a consultative sales approach
- Experience of working in a Professional Services environment (preferred but not required)
- Sound understanding of the UK Financial Services market (preferred but not required)
- Understanding of marketing principles and how sales and marketing work in tandem (preferred but not required)
- Someone who gets hands on and is excited to get involved closing big deals and building strategic partnerships

Benefits:

We have an array of benefits including:

- Competitive salary and OTE
- Yearly performance bonuses
- Training and Development
- Private Medical
- Additional holiday purchase
- Flexible working – WFH
- Life and long-term disability assurance
- Global work opportunities

We pride ourselves in our people and have always strived to attract enthusiastic likeminded individuals who share our vision and excitement about the company we are continually evolving into. If you embody our values of people, client's success, quality and innovation we want to hear from you.

To apply for this role, email a copy of your most recent CV to info@momentagroup.com