

The Pipeline: Business Development and Sales

BACKGROUND

At The Pipeline, we fervently believe that organisations are more likely to be successful when they have more diversity at senior levels, bringing not only different thinking and approaches, but also the challenge required to deliver improved commercial performance and a workplace that provides a sense of belonging.

We're seeking someone with the same passion about diversity as a force for good to join our team to drive sales of our highly acclaimed programmes and diagnostic tools.

What we do

The Pipeline helps organisations achieve a diverse leadership group and supports individual women to prepare for leadership roles either at the executive level or at emerging middle management level. Working in partnership with corporate clients, we coach and challenge women to understand their purpose, build the vision and a plan that ensures they are well positioned to develop their careers to the level of their potential.

Since 2013 we have worked with 66 commercial organisations and 46 government departments and over 1000 individual women to provide both the tools and confidence to grow and thrive.

We have diversified into powerful diagnostics for organisations to set the benchmark and starting point for their Diversity and Inclusion strategies.

How we work

We work side by side with our client partners to provide strategic advice, leadership development and data rich analysis to increase productivity, efficiency, belonging and inclusion

What we need

We are now at a pivotal moment in our development having significantly grown our business every year since 2013 and find ourselves in the enviable position of anticipating even more growth. Our plans are ambitious. We are limited neither by a lack of ideas nor the will to grow.

As a result, we are now looking for a Sales Executive to work as part of the team to grow sales of our world class programmes and other products to the corporate and public

sector, thereby freeing up the founders to focus more on our research and thought leadership.

It is most likely that the successful candidates will:

- Have worked as part of a sales team within either a similar boutique consulting environment, in Executive Education in a business school or within an Executive Search environment.
- Be familiar with major sales and key account management, selling high value products to CEO's, C Suite, HR Directors, Talent or D&I leads
- May also have worked within the public sector – Civil Service or wider and have good knowledge of the environment and processes

The Pipeline offers growth and development, and people of potential will be afforded every opportunity to further their careers as the business develops.

ACCOUNTABILITIES FOR THE ROLE

- Build a key account plan to deliver volume sales that will allow us to move from an owner-led start-up into a thriving, strong and profitable business
- Own and build the sales pipeline by generating new leads, supporting and closing deals with new clients across corporates, the Civil Service and other public sector bodies.
- Deliver agreed sales targets
- Grow a new client portfolio to complement the current client areas, maintaining key relationships and keeping The Pipeline front of mind with key clients.
- Be the point of contact for managed service providers, for all aspects of the offer and delivery.
- Work with the team to sell, not only existing, but new products and services that deepen our relationships with existing client groups.
- Identify and lead meaningful strategic partnerships that allows The Pipeline to have greater penetration to drive a strong commercial agenda.
- Develop and refresh relevant marketing collateral as necessary in support of the sales effort

WHAT YOU NEED

- Passion about our beliefs and purpose and the ability to identify with the challenges diverse individuals face in organisations
- Strong commercial awareness linked to the ability to deliver tangible business results.
- Understanding of the client environment and perspective
- Know-how on how corporate and public sectors work and how decisions get made.
- Experience of closing sales at all levels from CEO/Director General down to specialist purchasers of programmes – HRD's, Heads of Talent, D and I etc
- Exceptional emotional and relationship intelligence to manage all interactions with skill
- Keen understanding of the market for what we do and the competitive offer

- Energetic, enthusiastic and keen to bring enjoyment to the team and task.
- Self-driven, resilient and flexible. Not afraid of working in ambiguous or new situations
- High intellect, analytical and smart but able to work out the most practical solution for the client
- Can work strategically yet still be prepared to roll up sleeves as required of a small, entrepreneurial organisation
- Knowledge of Sales Force or similar and advantage
- Able to work in London and elsewhere to meet client needs

WHAT'S IN IT FOR YOU

- Work for an organisation that provides for purpose for individuals and organisations
- Be part of a team that is highly collaborative, spontaneous and goes the extra mile
- An opportunity to grow, shape and lead the future of our business
- A salary that reflects your experience with additional opportunity to benefit from your impact on The Pipeline's growth agenda

Reporting Line – Direct to Co-founders