



Indigo Leaf Consulting

Associate Specification

Background

Due to the continued success of indigo leaf and Apac Reach, we are now looking for more freelance / contract sales personnel. The role and business is designed to meet the lifestyle needs of the company staff, with work based from home, and with hours to suit you.

The company

indigo leaf is a boutique sales consultancy that provides a wide range of services to help support and improve sales for small & medium sized enterprises.

We are uniquely hands-on in our approach to consulting, believing the right advice can only come from having had direct exposure, and personally applying, our client's processes.

The hands on approach to consulting has been very well received by the engineering, technology and L&D industries, which has led to substantial growth over the last 18 months, and the subsequent need to attract more associates.

The role

As the company is fixed in delivering its service through the direct application of sales for our clients, the individual must be prepared to get immersed in the thick of the sales activity, and this will mean a significant amount of telephone based, outbounds business development work. The individual must relish and enjoy this aspect of selling.

The individual must have the experience and the authority to identify where improvements can be made to the sales approach, and be willing to conduct changes based on the recommendations of others. The individual must be able to deliver a consultative approach to both the internal needs of indigo leaf, but also the needs of our clients.

The person

It is understood from our current associates that the most successful at this role have come from an illustrious carer in sales, and now seek to have a more lifestyle driven role, yet retain the ability to think on their feet and be senior in their advice to the clients.

The remuneration

Completely within the control of the individual, but as an indication current associates are earning between 40K to 75k pro rata.

To express an interest please get in touch with James on 07393578326 or james@indigo-leaf.com

Unlocking Sales Potential

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