

Business Development Consultant

Salient Management Company is seeking a candidate for Strategic Sales and/or Consultant who is experienced in establishing and developing strategic client relationships. The ideal candidate will be able to quickly discern the clients' business challenges and articulate Salient's unique capability to address them.

Education/Experience:

- MBA or equivalent in work experience

Primary Duties & Responsibilities:

- Develop and cultivate strong ongoing relationships with client C-Suite.
- Persuasively sell ideas and gain buy-in.
- Position self and company as a strategic business partner.
- Help drive in-depth understanding of Salient's proposition for business / process transformation.
- Conduct effective and compelling presentations.
- Recognize relationships between concepts, and rapidly apply learning from one context to solve analogous problems in different contexts.
- Convert analytical insights into working solutions.
- Ability to travel up to 60%.

Skills or Knowledge:

- Understanding of various continuous improvement techniques.
- Strong interpersonal skills with ability to recover quickly from setbacks, rejections and conflicts.
- Must be comfortable and fluent with financial terms and documents.
- Strong project management and oversight skills (ability to organize the priorities, processes and practical steps necessary to achieve objectives).
- Proficient in Microsoft Office (PowerPoint, Excel, Word, Outlook)

This is a tremendous opportunity to be part of an innovative team delivering first / best-of-kind value based performance management systems and methodologies. To learn more about our company go to www.salient.com.

We offer a fast-paced work environment and focus on the professional development of all employees. As part of our generous compensation package, Salient offers paid time off between Christmas and New Year. We foster open communication and are committed to a team oriented environment.

Salient Management Company is proud to be an Equal Opportunity Employer.

All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex, sexual orientation, marital status, military status, veteran status, age, national origin, citizenship, ancestry, disability, predisposing genetic characteristics, domestic violence victim status, or any other status protected by law.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.

Send your resume to hr@salient.com for consideration.