

Business Development Director

ABOUT PEARSON HAM

Pricing is a key pillar of business strategy; it can be the quickest way to create or destroy value and getting price strategy right is essential to the performance of any business. Pearson Ham is an award-winning management consultancy, made up of pricing enthusiasts that help our clients drive long term value and realise their commercial goals through better pricing.

Our specialism in pricing gives us a depth of knowledge that sets us apart from our industry peers. We utilise a wide range of different techniques; from pricing research to advanced analytical methods, qualitative interviews, and market intelligence. Pearson Ham leverages the diverse backgrounds of the team to produce robust results and actionable insights for our clients across a wide range of industries. We take the view that pricing is never a perfect science so we take a strongly collaborative style with our clients to blend their market experience with our analytics and expertise to guide their decision-making.

The company is at a critical point in its development. It relies heavily on the tacit knowledge and judgment of the team. It also possesses a series of pricing methods and frameworks that guides its work. We are looking to better communicate the work we have done, our methodologies and to develop clearer customer propositions.

THE ROLE / RESPONSIBILITIES

Sales Development

- Creation of exemplary discussion documents and proposals for sharing with clients that demonstrate Pearson Ham's capabilities and experiences and hence facilitate successful sales meetings
- Development of a library or materials addressing Pearson Ham's methods and case studies that present Pearson Ham in the best possible light and increase the efficiency of the proposal development process
- Attend a range of meetings in the sales process to better understand client needs and represent Pearson Ham's offering to prospective clients

Propositions

- The communication of compelling and differentiated pricing propositions that represent Pearson Ham's unique methodologies in sales and marketing materials
- Development of those pricing propositions through codifying existing practices, research and commissioning additional development activities

Company Development

- Contribute to the development of innovative approaches, including differentiated points of view and methodologies
- Participate in growing Pearson Ham by supporting recruitment, training and cultural development activities

Hours

- We are offering a part time role of 20 hours per week with some flexibility across weeks to reflect the respective needs of the individual and of the company

EXPERIENCE AND SKILLS

- Experience of delivering and selling management consulting services at a senior level for a management consultancy
- Excellent strategic, commercial, critical thinking and analytical skills
- Strong written communication skills, with a particular focus on effective storytelling and logical presentation
- A passion for creating high quality, compelling, visually engaging and highly professional presentations and communications
- Great verbal communications, able to create a strong presence and to communicate with impact

PEARSON HAM VALUES

- Demonstrated affinity to Pearson Ham values: Caring, Expertise, Learning, Fun, Inquisitive, Quality, Dynamic, Integrity

RESPONSES

If you are interested in the role, please email us at corinnebarnes@pearsonham.com with a covering letter and resume