



# HR Business Consultant

- Business Advisory  
- Human Capital Enhancement  
- Leadership Development and Coaching

Founded in Europe in 1967, our client is a privately owned international consulting firm that operates through 85 offices in 23 countries world-wide. The company opened in Australia in 1990 and is located in N. Sydney.

The company is a full spectrum human resource consulting firm that serves its 6000 world-wide clients by “capability building”, ie, by assessing and enhancing human capital within a company. They accomplish this through their method of evaluating, developing and sourcing human capital. Their methodology has proven successful for over 40 years around the globe. By optimally aligning employees-to-tasks, they improve a client’s ‘bottom line’.

The company generates revenue through marketing and implementing its portfolio of services. From the Chairman to the newest consultant, employees are required to sell the company’s services, which are the **evaluation, coaching** and **sourcing** of personnel.

Therefore consultants must be able to think strategically, understand business processes, and liaise comfortably with both middle and senior management.

The company invests significantly in training and developing its consultants. This includes overseas training and the possibility of international projects.

The company’s culture is collegial (eg, consultants liaise extensively with colleagues overseas) and consultants operate with great latitude within the firm. The role reports directly to the two *Senior Consultants* in charge. The key tasks are:

• sell consulting services	• participate in the company’s management
• plan sales and marketing activities to budget	• construct and implement HR solutions including, recruitment, assessment, leadership development

The successful candidate will have:

- ✚ demonstrable sales success
- ✚ an existing network and established relationships
- ✚ ability to add value to a client’s business
- ✚ academic qualifications
- ✚ experience dealing with middle and senior mgt.
- ✚ familiarity with behavioural interviewing or psychological testing is an advantage

Appropriate remuneration will be negotiated.

For further information contact Dr. Duff Watkins  
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