

1 Dec 2011



LOOKING for a new challenge?
KNOW of someone who might
be a right fit?
We are seeking applicants for
the following roles.

Shanghai/Beijing/Guangzhou

CLIENT SERVICE CONSULTANT (business development)

The (Senior) Client Service Consultant is primarily responsible for business development and client engagement across all practice areas in the human capital lifecycle.

Key responsibilities include:

- Develops, executes strategic Territory Sales Plans with the goal of driving sustainable and profitable business growth; builds a business network and identifies opportunities to establish, present, and sell in Right's branded solutions
- Fosters key relationships by developing and executing account plans to retain and expand business with existing client accounts, meet their business needs; manage and analyze information to retain, grow accounts utilizing Right's established sales process, tools
- Ensures the client's requirements are at the forefront of all sales efforts; gains understanding of client needs and align Right's branded, integrated solutions to achieve high level of client service and satisfaction
- Takes intelligent risks to achieve a business advantage and stay competitive in the marketplace; prioritizes and manages projects and tasks; self driven and disciplined to reach and exceed business goals through creative, client focused solutions
- Identifies partners and opportunities taking action to build formal and informal networks within the organization to enhance one's own area and the organization as a whole; operates in a fair, honest, respectful and team focused manner
- Possesses and continually develops the business knowledge to effectively present and sell in Right's branded, integrated solutions using appropriate style and communication skills; minimizes barriers and potential competitor benefits to position Right as the best client solution; applies knowledge, information and analytical perspectives to innovate strategic solutions for clients and business opportunities.

Requirements:

- Degree with demonstrated 3+ years experience in consulting or human resources/organisational development
- A proven track record in winning and delivering talent management consulting solutions
- Sustained track record of sales success with quantifiable results through large and expanding accounts required; some experience with global accounts preferred
- Proven strategic, innovative selling skills required with emphasis on selling professional and/or consulting services; utilizes strong, effective negotiation skills
- Establishes contact network in market and beyond with C-level access required; ability to drive new and expanding accounts through networking, canvassing market, and more
- Demonstrated fiscal knowledge and responsibility supporting regional, corporate goals required
- Communicates effectively in small and large group settings in all forms and at all levels in a professional manner; develops and delivers impactful sales presentations
- Ability to continuously learn and develop one's skills and collaborate with other sales and delivery consultants on the sales process; proven success leading and participating in teams.
- Recognizes problems and responds with a sense of urgency, using good judgment; makes timely, thoughtful, sometimes difficult decisions; seeks and accepts input from others; has strong influencing skills
- Possesses working knowledge in language, math and reasoning skills; proficient ability to use Microsoft Office Suite, the Internet, live meetings and training

If you would like to apply, please email your resume with cover letter in confidence to: China@right.com.

SENIOR CONSULTANT

The Senior Consultant in our Hong Kong office is responsible for the delivery of client projects and training, specifically in Leadership Development. The individual will need collaborate with the sales team in pre sales consultation to engage clients in the scoping of needs, design and the eventual delivery of high quality sessions.

Key responsibilities include:

- Delivery of standardized training workshops
- Apply adult learning principles to solution design and delivery of customized client workshops
- Plan and manage delivery projects
- Achieve utilization goals through successful client delivery
- Create and deliver engaging, impactful client presentations presenting concepts clearly and concisely

Do I have?

- Proven project management skills
- At least 8-10 years of facilitation experience to front line, middle and senior level leaders
- Good delivery references from regional/global clients
- Proficiency to deliver in Mandarin and Cantonese (preferred)

If you would like to apply, please email your resume with cover letter in confidence to Human Resources: Juliana.cheng@right.com. If you would like to find out more about the role, you may contact her at (852) 2290 0126.