



**Job Title:** Senior Sales Consultant

**Working For:** Hanbury Strategy

**Location:** London (remote working well into Q1 at least - or potentially Brussels)

**To start:** Q1 2021

**Salary:** Competitive and dependent on experience

**Hours:** 40 hours per week

### **Senior Sales Consultant - Hanbury Strategy [REF: 0001]**

Operating at the nexus of politics and business, Hanbury Strategy is a fast growing strategic advisory firm that provides public affairs consulting and counsel to clients from the FTSE 100 through political bodies to fast-growth, disruptive start-ups.

In just four years, Hanbury has grown to nearly 70 people with offices in London, Brussels and Berlin with further ambitious plans for 2021 and beyond. Hanbury has three business lines;

1. Political insight
2. Communications and public affairs
3. and data strategy.

Hanbury is looking for a tenacious self-starter to drive sales activity for the political insight' business line into 2021 and beyond. The firm has achieved 40% growth or higher for the last three years and is now building a strategic and targeted approach to drive the next growth phase. The successful candidate will work alongside the leadership and insight teams and marketing manager to sell Hanbury's political insight products.

The sales manager will be responsible for planning and executing sales programmes to meet pre-determined targets for the insight product suite. In 2021 Hanbury will expand existing product lines and launch products into new markets. This hire will form a critical part of the 2021 business plan.

### **Benefits and Compensation**

- Remote working expected for much of Q1 2021, returning to our brilliant Second Home co-working space, Spitalfields with an onsite cafe, yoga, live music, film screenings and guest speakers when guidelines allow
- Working hours of 9.00am-6.00pm with an hour for lunch
- 28 days' leave per annum (pro-rata), plus bank holidays and discretionary additional days off between Christmas and New Year
- Access to our generous performance-based discretionary annual bonus scheme in December
- Pension scheme in which Hanbury contributes a proportion of your monthly gross salary
- Complimentary International Employee Assistance Programme
- Access to a full social and cultural calendar and employee wellness programmes
- A rich and diverse people development programme including fortnightly internal training sessions and a full annual programme of external trainers and inspirational speakers

- An opportunity to help drive the future of a team and an agency that has already earned a reputation for excellence and doing things differently

**You will be:**

- Interested in politics and economics
- Driven with an entrepreneurial spirit and a desire to deliver
- Tenacious, meticulous and well-organised
- Flexible by nature and able to cover a range of industries including banking and technology
- Personable, a team-player and used to working with and influencing senior internal stakeholders
- Experienced working at a mid-level in a relevant sales field e.g. selling research in an investment bank or working in a post-MIFID II environment
- Able to develop and maintain positive relationships with key clients, including negotiating and contract conversations
- Adept at cold calling and converting leads, a strong contacts book would be a bonus as would experience in the hedge fund community
- Used to working collaboratively with marketing to support and accelerate sales activity
- Comfortable with market research, monitoring competitors' products so as to adjust sales and marketing strategy for maximum impact

**How to apply:**

Please send both your CV and cover letter with the subject **Senior Sales Consultant - Hanbury Strategy [REF: 0001]** to [careers@hanburystrategy.com](mailto:careers@hanburystrategy.com). To find out more about the team please refer to our [LinkedIn page](#) or [website](#).