

Head of Commercial Development

Location: Central London

Salary: Negotiable based on experience

As we move into the next phase of corporate membership growth and engagement, we're seeking new talent to help us achieve our 2020 strategic objectives and create a sustainable organisation, fit for the future. We're seeking a consummate professional to take on the newly created role of Head of Commercial Development. The appropriate candidate will be a highly organised and engaging leader, with impeccable interpersonal skills and the ability to influence at all levels.

The Head of Commercial Development reports to the Executive Director – Commercial, and will have one direct report, the Commercial Account Manager.

The Head of Commercial Development is primarily responsible for:

- a.) Day to day senior management duties – including leadership and development of team members
- b.) Building and managing a portfolio of CQI Corporate Partners – primarily through new business development, and with a degree of account management

To be considered for this position, the successful candidate will have proven experience:

- Leading and developing a successful Business Development team
- Exceeding personal sales targets for a professional services or membership product (in a B2B environment)
- Successfully influencing/selling at the executive level

This key position within our organisation offers an excellent and exciting opportunity to make your mark.

To apply

To apply, submit a CV and supporting statement that clearly outlines your suitability for the role by addressing the criteria above. Please send your application to: commercialcareers@quality.org

Recruitment timetable:

- Formal closing date: 9am, Monday 22nd January 2018
- First stage interviews: w/c 29th January 2018
- Second stage interviews: w/c 5th February 2018

The Chartered Quality Institute is a professional membership body with a range of products and services aimed at raising awareness of quality (governance, assurance, improvement) and growing capability within organisations in all sectors. Operating under two brands, the Institute has a professional membership of 10,000 (CQI) as well as certifying over 10,000 people worldwide in the specialist profession of management system auditors (IRCA). Our training course portfolio provides the industry standard for quality professionals.

For more information about what we do, please see www.quality.org.