



Quest Worldwide is an international boutique management consultancy with offices in the UK, USA, Dubai, Singapore and Sydney. For twenty years we have worked almost exclusively with global and large regional clients such as Unilever, Philips, and others.

Quest enables leaders to achieve sustained results through:

- **Focusing strategy** ... by guiding clients to create, align, deploy and deliver compelling and communicable strategies at all levels of the organisation. We mobilise and commit teams at each level, ensuring every person knows how to contribute to their company's goals.
- **Engaging people** ... by energising people and teams of all sizes, using a range of tools and processes to engage people's creativity, knowledge and passions. We offer imaginative and radical ideas on ways of looking at business issues that can be turned into practical steps to challenge and change the way people think, act and achieve results. We use a mixture of high impact workshops, events, capability development and coaching as vehicles to drive and sustain change.
- **Driving improvement** ... by advising, coaching and equipping client teams to raise the performance of business processes to high levels of capability, drawing on an array of tools from lean to six sigma. We embed a culture of continuous improvement in order to sustain the drive for even better performance.

We are seeking an experienced, Sydney based, Business Developer who can:

- Confidently build sustainable relationships at executive level ... you derive great pride and satisfaction from long-term relationships that deliver value.
- Quickly understand business problems and opportunity areas, collaborate with other Quest consultants to develop compelling solutions ... and close complex sales.
- Lead or support the identification of new opportunities ... by developing and executing focused business development campaigns and materials.
- Strongly contribute to the profitable growth of our consulting business in Australia ... you have the experience, commercial acumen and entrepreneurial spirit to succeed.

Do you have?:

- A proven track record of business development in a small-mid size consulting / professional services firm (i.e. selling "intangibles" such as management consulting, training, change management, organisation development, or human resources consulting) ... your success can be demonstrated by the number of new accounts you have acquired, the number and size of assignments sold and the longevity of client relationships.
- A network of contacts to introduce Quest Worldwide to a range of potential new clients in global, regional and large local organisations in Australia.

- Process consulting experience with a leading consulting firm ... deep understanding and experience of the principles and best practices of change management and organisational effectiveness.
- Strong business acumen and broad business experience, ideally with multinationals
- Energy, passion, enthusiasm & excitement about organisations, people, change and achieving results.
- Strong verbal/written communication and interpersonal skills ... a desire to collaborate.

Please note that we are not an IT consultancy and therefore are not seeking IT consultants

What does Quest Worldwide offer you?

- The opportunity to work with large, complex multi-national clients on issues of strategic importance, typically at company or division leadership-team level.
- The satisfaction of helping client leaders deliver sustainable results.
- The opportunity to be part of a team of experienced consultants – learning from colleagues' experiences, and adding to the collective 'pool' of knowledge, tools and application.
- The opportunity to work within a team that is dedicated to clients; committed; collaborative; challenging; enthusiastic; and delivering results.
- The opportunity to be supported by talented design, desktop publishing and consultant support professionals.
- The opportunity to grow ... your success leads to Quest's success.
- Competitive remuneration (base + additional rewards upon achievement of business development, revenue, customer satisfaction and team contribution targets).

We encourage you to view our website: www.quest-worldwide.com

If you believe you have the required expertise, experience, drive and personality please apply in confidence by email to: recruitment@quest-worldwide.com.au or contact Bret Shaw on 02 9904 8488.