

Sales Consultant Role (NSW Public Sector)

Role Overview

Brooke works with clients tackling the need to improve their service and become more customer-centric through digital transformation. For some it's a matter of evolution, for others it's a matter of survival.

We're looking for more than just good sales consultants to solve these challenges... We're looking for great people who are passionate about finding and working with customers who are creating a better customer service experience.

This is a newly created role. Instead of a traditional sales remit that is only ever about closing a deal by the end of the month, we are looking for people who can find, engage with and genuinely influence, who are looking to build long standing partnerships and deliver the very best possible ROI for our clients. We aim to have a sales practice whereby our clients' see Brooke as their trusted partner for their digital transformation journeys.

This role will be key to Brooke's continuing growth and expansion by driving all relationship development and sales opportunities within NSW, with a strong focus on the public sector.

If you hold a track record of success in the B2B business development space, have a trusted network across the NSW public sector and are looking for a role that makes a difference, then please make contact with us.

Your Immediate Areas of Focus

- Relationships and Culture: Form important working relationships with the key people within Brooke, and with our platform partners (Salesforce, MuleSoft, Conga) that will help you achieve success in your role. These are all wonderful, intelligent people who share a strong focus on differentiating and winning in the market, just like us.
- Approach and Understanding: Understand the "Brooke Way" and demonstrate how we differentiate ourselves and deliver quality outcomes for our clients. We place a lot of emphasis on the Brooke Way as our differentiator in winning and delivering work.
- Sales Leadership: Rise to the challenge with our Salesforce Customer Experience (CX) practice lead to create a new pipeline of opportunity with potential clients, helping them think through their challenges in delivering outstanding journeys to their customers.
- Networking and Engagements: Work with our Marketing team to determine industry events where Brooke should have a presence. The success of our Sales team is deeply reliant on building out the brand of Brooke and helping grow awareness of our value proposition and track record of successful engagements.

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Other Key Accountabilities

- As one of the standard setters inside Brooke, provide input into the strategic direction of the business, putting forward considered plans and opportunities that further grow the presence of Brooke
- Speak with authority on Brooke's value proposition and our expertise in the public-sector space as well as having the experience and comfort to speak in front of audiences
- Continue to build and manage the relationships with our partners so that Brooke remains top of mind for the right opportunities. A consistent and effective engagement with our partners will be a crucial success factor for Brooke at all times
- Recommend opportunities worthy of focus and lead the team to complete the preparation of tenders and proposals, providing quality assurance for the overall response
- Look for strategic partnerships and other opportunities, seeking out new ways to create value to achieve our strategy and vision
- Deliver and construct professional presentations and written proposal content, developing informed views for distribution across our social media channels

Overall, everyone at Brooke is driven by working with awesome, driven, passionate and like-minded people. We need great team players to come and join Brooke at an exciting time where we're working tirelessly to design and deliver a new organisation that our clients love to engage with, to help them solve their most complex business problems and challenges.

If this sounds like you, we would love to have a chat about opportunities in our team. To apply, send your resume directly to brucemcgregor@brooke.global.