



JOB DESCRIPTION

1. JOB SPECIFICS	
Job Title:	Senior Learning Solutions Consultant - SA6
Reports to:	Head of Learning Solutions
Location:	
Department:	Sales

2. ABOUT THE ROLE	
What you'll be doing?	In this role you'll grow new and develop existing client relationships by optimizing opportunities to expand our service and to meet the client's strategic and operational needs. You'll create and develop innovative learning solutions in both IT and non-IT sectors, and your project scope leaning towards longer term programmes with multiple interventions/topics.
Key Responsibilities	<p>Monitor the work of Solutions Consultants; track their utilisation on chargeable solutions and time spent on un-chargeable recorded client work</p> <p>Lead a team of Junior Solutions Consultants and Solutions Consultants and take ownership of their professional development</p> <p>Manage and develop senior key stakeholder relationships, client & and internal(including C Level) to identify and manage business opportunities for growth</p> <p>Use proven methodologies to capture learning requirements and define learning outcomes to meet stakeholder strategic learning needs</p> <p>Identify, scope, develop and deliver creative, innovative and impactful solutions</p> <p>Develop learning assessment methods to ensure programmes can be evaluated and measured.</p> <p>Prepare bids, tenders, proposals and presentations with relevant internal SMEs to deliver high quality product offerings that meet partner requirements</p> <p>Write strategic plans and white papers to support the senior client stakeholders (C level) in their strategy towards talent management and L&D</p>
KPIs & SLAs	<p>End to end delivery of learning solutions for your customers/partners within agreed targets of time and cost.</p> <p>Pipeline development and new business wins</p> <p>Customer satisfaction</p>
Key Working Relationships	<p>Wider Sales team, Scheduling, Finance & Delivery</p> <p>External clients</p>

3. ABOUT YOU	
Competencies	<p>Core</p> <ul style="list-style-type: none"> Integrity - 2 Accountability - 2 Communication - 3 Adaptability - 2 Initiative - 3 <p>Role Specific</p> <ul style="list-style-type: none"> Customer Focus - 3 Results Driven - 3 Influence & Persuasion - 3 Resilience - 3 Stakeholder Management - 2
Your Experience	<ul style="list-style-type: none"> Experience developing profitable end-to-end blended learning solutions for a wide range of programmes Demonstrable track record of successful account management Experience delivering large scale projects in a consultative capacity to varied customers Clear evidence of stakeholder management; building initial rapport to establishing strategic relationships with purchase authority decision-makers up to C Level Experience of planning, designing and developing complex learning programmes with cross-functional teams Experience developing an MVP in area of speciality Experience writing and presenting large proposals and bids
Your Knowledge	<ul style="list-style-type: none"> Knowledge and understanding of learning and development design methodologies, assessment and evaluation models Sufficient understanding of key QA tech areas as well as the wider technology landscape environment A credible and commercially viable specialist area Consultative sales techniques Commercially astute with awareness of competitor landscape
Your Qualifications	<ul style="list-style-type: none"> Degree educated, preferably in Management or Management of Technology If degree in unrelated subject, then proven evidence of knowledge in a key specialist area(s) - technology based or management/leadership
What you'll bring to QA	<ul style="list-style-type: none"> Results driven approach focussed on revenue generating activities Positive attitude with a calm approach when facing the pressure of multiple client needs

	<p>A continual learning and upskilling mind set</p> <p>Willingness to undertake appropriate checks such as DBS, BPSS, DV, Disclosure Scotland</p> <p>Able to travel across the UK and internationally when required, accessibility to QA offices</p>
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