

## Entrepreneurial & enterprising business development leaders Transformation Consultancy & Professional Services Firm

- Retainer, OTE £120k, equity growth & wealth creation potential
- London based

Rialto are a niche, highly respected, multi-award winning business transformation and professional services firm. We were shortlisted for the Consultancy of the Year Award 2013. We have ambition coupled plans to grow and wish to attract two high achievers. One focussed on building our Executive Search and / or the Interim Management practice and the other focussed on building the Change Management, Transformation and / or the Leadership / Coaching practice.

A high reward and wealth creation opportunity exists for the right candidates who can build their own business area within the Rialto scope.

Your ideal profile would include:

- Extensive business development exposure gained in a professional services environment (5 + years)
- Extensive relationships amongst either HR or Senior line management in either / both the private or public sectors
- A proven track record of meeting and exceeding sales targets
- Experience of the full project lifecycle from concept to implementation
- An entrepreneurial mindset with a passion for selling and developing business ideas

We wish to appoint two senior leaders who have the appetite, drive, ideas and client network (or can grow one quickly) to lead and build their own business area in a complimentary / existing area of Rialto.

Candidates who would most suit this role will have a strategic and operational viewpoint and be a future leader of the business. You will have the ability to operate and be credible with both Senior HR and C-level leaders, advising and leading projects on key issues relating to Business Transformation, Leadership capability development, Executive Career Transition, Executive Coaching, Executive Search and Human Capital Management (please see our website [www.rialtoconsultancy.com](http://www.rialtoconsultancy.com) for further details).

A sales professional who can create a vision that others believe in, while opening doors others wouldn't have even tried.

Expertise in Human Capital Management, Change Management and / or Organisation and Transformation is essential.

If you would like to be considered for these opportunities please see further details at [www.rialtoconsultancy.com](http://www.rialtoconsultancy.com) and submit your CV and short statement indicating your match to the above indicators to [mwatkins@rialtoconsultancy.com](mailto:mwatkins@rialtoconsultancy.com)

To find out more about Rialto contact

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