

Job Role: Learning Solutions Consultant (LSC) – SSA

Role purpose:

Are you ready to make an impact?

To create transformative learning experiences together with our clients. To explore ways to drive change through modern learning that combines learning technologies and methodologies that add value to our client's organisation and their people.

The Learning Solution Consultant will support TTRO in growing its revenue through crafting learning solution design, consultancy and sales of our core offerings and services.

What you will be doing?

You will consult with clients on their requirements and draw on your expertise to design the most appropriate learning solution accordingly.

Consulting and Proposal:

- Craft and scope detailed learning solutions; Serve as a billable resource to analyse clients' learning solution needs and support solutions development.
- Collaborate with managers and/or designated team members to ensure the delivery of the best solution for the client.
- Draft proposals and provide quotations.
- Negotiate solutions, pricing, contracting and timelines with clients in line with TTRO benchmarks and parameters and keep all relevant managers and team members informed.
- Actively contribute to the team sales pipeline, including driving sales into the Sub-Saharan African market to meet sales objectives.

Relationship Management:

- You will be building lasting relationships with our internal and external stakeholders every day.
- Develop key accounts as well as grow accounts in designated industries.
- Develop relationships that are built on trust and excellent client service with existing and new clients.
- To look after our clients through responsive communication and with the best possible service delivery that meets their expectations.

- Develop a deep understanding of our client's business, processes, and sector/industry developments.

Sales Administration:

- Manage pipeline to ensure a constant flow of new business to ensure target achievement.
- Seek opportunities for upselling and introduction of further solutions through uncovering clients' needs.

You would be a great fit if you:

- Are a self-starter, capable of thriving in a fast-paced, innovative, and evolving industry.
- Are a confident learning solutions consultant and learning technology development specialist that can present and pitch cutting-edge solutions to our clients.
- Have earned your stripes with an excellent record in consultative/solution selling.
- Understand the importance of client connections and relationships.
- Show skill in crafting creative solutions in the learning space.
- Are skilled at being the glue between clients, collaborating across teams and departments to ensure we deliver world-class, end-to-end learning experiences and solutions for modern learners.
- Have a solid understanding of learning strategies, EdTech environments, and working within creative project designs.
- Can intelligently forecast monthly client revenues and drive growth.
- You are a beast in Ms Excel, Word, PowerPoint, plus project management programs. Working knowledge of HubSpot is a huge plus.

Some of the benefits of working with us?

- We are a performance-driven culture, which means we are output-driven instead of clock-watchers.
- We are fully remote, which allows us to find great people like you.
- Opportunity to be part of a shared mission to become a global leader in human capability development through modern learning.

Compensation: Market Related TCTC package

Join our vibrant, creative and open-minded team. We look forward to meeting you!

**Only shortlisted candidates will be contacted.*