

GALLUP CONSULTING®

Emerging Leader - Business Development Consultant

Location: Sydney, AUSTRALIA

Company Overview

The Gallup Organization is an enduring, prospering management consulting company that is committed to helping organizations improve their business performance and develop better leaders, more productive employees, and more profitable customers. Gallup has studied human nature and behavior for more than 70 years. Our purpose is simple: to help organizations and individuals maximize their performance through measurement tools, coursework, and strategic advisory services. Our approach enables us to identify, develop, and implement solutions that align with our clients' visions and strategies. At Gallup, we are just as committed to our employees. We select our associates for their talents, position them for success, and then provide them with opportunities to use their talents every day.

The Opportunity

Are you a creative entrepreneur who wants to help the world's leading companies grow in profit?

Gallup Consulting is searching for talented graduates to serve as trusted advisors to our growing client base. We are looking to develop rising stars who will maximize opportunities to further our business objectives across the globe.

These energetic professionals will participate in an extensive training and development program to learn Gallup's unique approach to consulting and business development.

Each Business Development Consultant will work with our Partners to serve our Fortune 1,000 clients around the world. As they demonstrate a mastery of Gallup's practices and processes, the Business Development Consultants will gain absolute responsibility for creating, managing, and growing these vital client relationships.

This position requires someone with:

- ability to assess business needs and identify opportunities
- entrepreneurial initiative to develop relationships with current and prospective clients
- interpersonal skills to communicate with and present to clients effectively
- business aptitude to partner with Gallup consultants to build and manage innovative solutions
- courage to influence senior-level decision makers
- desire to be measured and compensated based on performance
- insatiable need to achieve new goals and excel among peers
- aspiration to build a successful, long-term consulting career at Gallup

If you are an energetic person with excellent communication skills and drive for success, apply now!!!

Qualifications

A Master Degree is preferred.

At least 5 years of experience in sales and business development.

Applicants need to be a Citizen or Permanent Resident of the home country they apply for.

Closing Date: Friday, December 18, 2009

Contact: Sallie Peters – Director of Talent Sourcing; sallie@gallup.com

TO APPLY:

For more information about our selection process and to apply online:

<http://www.gallup.com/careers/25459/Gallup-Careers.aspx>