

## position description

senior consultant

### PRIMARY PURPOSE

The Langley Group is seeking a Senior Consultant to assist in growing the business across a number of streams by:

- contributing to and delivering on long-term goals
- supporting the business through events and exhibitions
- building key relationships, identifying opportunities, negotiating and confirming engagements with clients
- bringing in new business relationships and building on and maintaining existing relationships
- facilitation of LG programmes
- undertaking debriefs, coaching and presentations

This is a full-time, ongoing position based in Sydney, with an employment contract with the Langley Group.

### POSITION DUTIES

- Facilitate a variety of corporate training programmes
- Work with our various systems to enter, track and record the appropriate client information to manage projects and programmes
- Develop new business, from your own contacts and existing Langley Group contact lists
- Consult with team on progress and review and update as needed
- Ensure potential client follow ups are fulfilled within a timely manner
- Provide input into the general management and direction of the Langley Group
- Understand and commit to the Langley Group's goals and purpose so to continually enhance our performance

### ABOUT THE LANGLEY GROUP

The Langley Group is a leading consulting and positive people development company, working with organisations around the world to build better leaders, engage people, optimise performance and leverage talent. We apply positive psychology, emotional intelligence and neuroscience to get the best from people and organisations, inspiring them to make positive changes that are sustainable over time.

We live and breathe this approach, and we offer the opportunity to work with an amazing team, in a positive culture built on the values of professionalism, intelligence, relationships, authenticity, zest and aesthetics.

### SKILLS, KNOWLEDGE AND ATTITUDES

To be considered a good match for this position, you will have:

- previous experience at a senior level in corporate or government environments
- experience as a leader of people and / or experience as an expert facilitator
- business network and contacts

It would be great if you also had the following (but not essential):

- accreditation in the Strengths Profile psychometric
- accreditation in MSCEIT psychometric
- completion of the Diploma of Positive Psychology and Wellbeing
- debrief and coaching experience

If you also have knowledge of neuroscience we would be ecstatic.



We are looking for personal attributes of flexibility and adaptability, the ability to work with a geographically dispersed workforce, and a person who genuinely lives by what they teach.

## KEY PERFORMANCE INDICATORS

- Increased business for LG
- Working in line with LG's values holistically

## CONTACT AND APPLICATIONS

If you believe you have the skills, attributes and qualifications to join us, please send your resume and statement (max 2 pages) addressing the position requirements to [leanne@langleygroup.com.au](mailto:leanne@langleygroup.com.au)

For further information, please contact Leanne Warner on:

+61 2 9399 3989 or email [leanne@langleygroup.com.au](mailto:leanne@langleygroup.com.au)

