



Outgoing and proactive Junior Consultant for New Business Opportunities

Are you a go-getter who is eager to learn more about communication and marketing transformation? Are you a high performer who is eager to scan the market for potential leads and do you find excitement in establishing contact to new customers? Then you are the Junior Consultant we are looking for!

We offer

As a New Business Opportunities Consultant, you will be working with Kaplan's potential new costumers. We offer a part time job in a dynamic company with the opportunity to develop your career fast with exciting projects. Part of the position is following up on leads e.g. by phone or email. Your everyday will take place in the center of Copenhagen with professional and ambitious colleagues who are always ready to spare and advise you. A part of your main tasks will be preparing presentations and participate in sales meetings. You will also be a part of the process where we set the framework for the scope of new projects.

Necessary skills

We are searching for a proactive Junior Consultant for New Business Opportunities who is fluent in both Danish and English. It is important that you are outgoing, because your primary tasks will be to establish contact to potential clients through telephone, e-mail, LinkedIn and other networking and thereby scan the market for potential leads. You are good at keeping an overview and have a structured approach to assignments. You must have an interest in everything related to customer experiences and data based communication. You thrive in technical environments and as a person you are outgoing and energetic and enjoy scanning the market for potential leads and establishing contact to these.

Your profile

- You have excellent written and oral communications skills
- You can successfully define a project and manage changes, risks, communication, quality and issues
- You are outgoing, serviceminded, a go-getter and great at establishing new relations
- You have some experience as a salesperson within IT, marketing or business
- You have a relevant education within sales and therefore understand business and different types of organisations
- You have a proactive and persistent approach
- You have the ability to manage within an environment of constant change
- You are a team-player who contributes with good energy to our team
- You are good at using different IT-systems
- You are multilingual preferably Danish and English.

About Kaplan

The trend is clear – Companies who wants to be measured in the competition must see the costumer in an entirely new way. To create customer experiences based on data, there is a need for solutions combining analytics, technical solutions and communication. Kaplan is the leader of this evolution in the Nordics and is now searching for additional competences.

The office in Copenhagen started back in 2013 and is a fast-growing company, which is why you will have the chance to put your mark on the company and have an indispensable role in our team.

Start

As soon as possible.

Positiontype

Part time position as a New Business Opportunity Consultant (15-25 hours per week)

Application

Last application date: March 19th 2018

Interviews will be held ongoing. Remember to put "New Business Opportunity Consultant" in the subject line and send your application, transcripts and CV to Teresa.nguyen@kaplan.cph.dk

For further information please contact Teresa Nguyen, HR-Coordinator at Teresa.nguyen@kaplan-cph.dk or on phone at +45 2068 8076