

Are you bored managing only one sales team?

As a Consultant with Edensilk you can work with 5 to 15 clients at a time ... with teams of different sizes, each at different stages of accomplishment, operating in many different markets ... spearheading their business development and transforming their results.

Do you have the capacity, experience, and determination to make real and measurable differences for your clients, and be rewarded accordingly?

We need people who can really walk their own talk. But that's not all. They must be able to train others to walk it as well. If you can sell, but you can't cause others to sell, then please don't call. Stick to selling, not sales management or consulting.

To be of interest to us you already are an accomplished sales performer and exceptional sales manager. Maybe you've been a consultant before and got frustrated or disillusioned by words that never translated into action? Maybe you've looked at one of those 'business coaching' franchises and wondered why anyone would pay for a job that they are already supposed to know how to do? Now you've achieved all you can with your current employer; and you want new challenges.

Why take another job when at Edensilk you could be working with several businesses at the same time, really making a difference with your already proven expertise.

- ✓ If the prospect of such variety excites you,
- ✓ if you can be strategic and practical at the same time,
- ✓ if you need autonomy but are also invigorated by teamwork,
- ✓ if you genuinely like helping others to succeed, even to surpass your own levels of achievement,
- ✓ if you're wasted on administration when you could be doing so much more with people ...

... then we have more enquiries and potential opportunities than we are able to service.

Edensilk already has the infrastructure, the materials, and the proven methods. But we need more people like you. People who can transfer their own expertise to others for positive ROI. Perth businesses need more people like you.

At Edensilk your financial rewards are limited only by your abilities and ambition. And the lion's share of the income will always go to those who generate it.

So how good are you ... really? If you've never earned a 6 digit annual income before now, then you won't be joining us. If you can't earn that with Edensilk, then you won't be staying with us, because you will be paid in direct proportion to the fee income that you generate.

Appointed consultants will identify and secure new clients, and continue to service them indefinitely with their own expertise and that of their colleagues.

This will mean multiple simultaneous assignments of greater or lesser involvement with clients. Sometimes you could be acting comprehensively as their part-time sales manager. In other cases you may be working with their existing sales manager to deliver a tailored sales training programme. This may involve some one-on-one sales performance coaching with the individual team members. You may be coaching the new sales manager as well. It won't matter to you whether your client operates in a b2c or b2b market ... you have experience in both. Sometimes your only involvement will be to assist a company to recruit and select top sales performers ... see www.salesrecruiters.com.au At other times you may refer a business to the services of one or more of your colleagues, either before you become involved, or at the same time.

Our unique organisation enables qualifying consultants to create passive income streams and equity, so this is in fact a business opportunity without capital outlay, overheads or administrative hassles; offering uncapped earning potential.

Find out more at www.edensilk.com.au

If you are interested to join us, be aware that we appoint top producers, not backgrounds, so **DO NOT** send your CV.

Sales Manager, Recruiter, Trainer, Coach



To be considered, telephone me initially, Paul Curtis, on **08 9271 7661** or **04 1292 1292** and sell me on why we should meet.

The company

We form strategic and operational partnerships with our clients to understand what is needed to improve their growth and profitability. Then we apply our combined knowledge and experience to their situation to achieve highly successful human capital solutions.

Due to successful consolidation in 2003/04 we are now poised for further growth, and seek an additional consultant to expand our specialisation in sales management, training, coaching and recruitment services to SME's and/or large employers.

Edensilk has a small but growing team, based in Perth, with nationwide ambitions.

Because we aim (among other things) to be positioned as the number one specialist business development consultancy in Australia, we expect our consultants to be 'the best of the best'.

Edensilk provides a comprehensive range of the most effective sales and marketing programmes to increase revenues and improve customer service.

For more information about our company visit www.edensilk.com.au

The opportunity again

As a key contributor to our energetic and successful business, yours will be a highly focused yet varied role.

Working with and alongside other industry professionals in our team, you will learn and grow personally and professionally as you create a presence in the Perth market for yourself.

Your primary aim in the first 12 months will be to utilise your exceptional sales and business development skills to source and consolidate your own client portfolio. Therefore you must be personally willing and able to prospect for new business, complete a multi-faceted solution sales process, and deliver solutions to your clients.

You will have the autonomy to take ownership of your career in a progressive and rewarding environment like no other. Full one-on-one training/mentoring and total team support will also be available as needed to ensure you assimilate into our culture of results and become even more successful yourself. As a result you will enjoy uncapped earning potential limited only by your own aspirations and ingenuity.

The ideal candidate

In addition to the specifics mentioned so far, all Edensilk consultants demonstrate most, if not all, of the following:

- ✓ High level of business acumen
- ✓ Proven ability to sell service solutions
- ✓ Excellent written and verbal English communication skills
- ✓ Well developed interpersonal skills, including great telephone manner and personal presence
- ✓ Ability to source, negotiate, retain and develop key accounts
- ✓ Plenty of drive, ambition and energy
- ✓ Enjoys developing new business while maintaining consistently high service levels for existing clients
- ✓ Integrity, with ethical and values based behaviour
- ✓ Desire and ability to make things happen

the most effective sales and marketing programmes to improve your revenues and profits

Sales Manager, Recruiter, Trainer, Coach



- ✓ Passion for personal development and continuous business improvement
- ✓ Superior administrative, PC software and keyboard skills (ideally able to touch type)
- ✓ Self starter, combining initiative and sound commercial judgment with implementation follow-through
- ✓ Owns a late model vehicle
- ✓ Loves selling, is results driven, and can be flexible with working hours
- ✓ Excellent time management and multi-tasking capabilities
- ✓ Able to oscillate between strategic and operational considerations and actions with equal enthusiasm and ability
- ✓ Positive attitude with sense of humour
- ✓ Committed to teamwork and synergistic group participation
- ✓ Smart, well educated professional
- ✓ Versatile, with creative problem solving abilities
- ✓ Persuasive in every medium
- ✓ Persistence fired by an unquenchable desire to succeed

The process

To become a valued consultant within the Edensilk team you will have to prove to me you are hungry and keen for a new challenge.

Your excellent track record in sales and business development, along with your exceptionally persuasive communication skills, and your time management abilities, will trigger my initial interest.

Then, if you can sell me on why we should meet, the process will begin.

The benefits

On offer for the successful candidate will be:

- ✓ Extensive ongoing training
- ✓ Massive career growth potential (breadth and/or depth)
- ✓ Realistic and uncapped six figure commissionable earnings
- ✓ Challenge, freedom and autonomy
- ✓ Option to sell other related business development services
- ✓ Comfortable and easily accessible offices with meeting room facilities

If you are ready to join a team of consultants that are setting new standards in Perth, impress me today!

But remember, DO NOT send me your CV just yet. First telephone me, **Paul Curtis**, Director and founder of Edensilk, on **08 9271 7661** or **04 1292 1292** to persuade me that you are a person we should meet.