

Exciting new role

Innovative learning and information solutions provider

Blue chip client base

About Us

TP3 is an award-winning company that is redefining consulting and training using new methodologies, technology and leading edge product offerings. For over 25 years, we have worked with Australia's leading government and corporate sector organisations to improve the performance capability of their people. We train around 20,000 participants each year and have successfully delivered over 6,000 client projects.

The Role

We are seeking an experienced Solutions Manager / Facilitator to join our team. Based in Melbourne this role is responsible for designing innovative and complex training solutions for our clients. Providing expert advice internally and externally, this role supports our client managers to effectively influence client decision makers and is key in ensuring the realisation of sales opportunities.

Additionally, this role facilitates high quality training across our Professional Development suite of offerings.

To be successful in this role you will have:

- Proven experience developing innovative training solutions
- The ability to quickly analyse and understand client issues and translate them into effective and creative training solutions
- The ability to respond to proposals and present solutions to senior stakeholders
- Impeccable relationship building skills
- Strong influencing skills
- Strong business acumen ensuring the balance of meeting client needs with organisational revenue targets
- Highly developed written and verbal communication skills

Qualifications

- Certificate IV in Training and Assessment is a minimum requirement of this role.