

Role: Senior Account Manager
Team: Business Development – Charity
Package: Pension, unlimited leave, flexible working
Location: London based
Salary: £36,000 - £50,000, dependent on experience, plus significant bonus potential

Job description

Corndel delivers first-class professional development programmes to some of the UK's largest businesses and over 50 charities. We are one of the fastest-growing companies in the UK and provide a great platform for ambitious, motivated individuals to take the next step in their career.

Since May 2017, all major organisations in England have had a ring-fenced budget that can only be spent on training. As a Senior Account Manager, you play a vital role in the continued growth of Corndel, with a focus on managing and growing our relationships within the third sector. Working closely with the Partnerships Director, you will identify opportunities and maximise the potential of our charity partners across the UK.

This is a fantastic opportunity to be part of an ambitious team working to develop partnerships with the country's extensive charity network.. Aligning with their learning & development strategies, your role is to help charitable organisations recognise the potential return on investment from utilising their Apprenticeship Levy funds on our Fundraising Diploma, and Corndel's leadership and digital programmes.

Reporting into Corndel's Partnership Director, who leads on our Charity Sales Strategy, we see this position as one which provides the opportunity to learn and will develop and grow over time. Corndel has an excellent track record of developing and promoting our staff.

Responsibilities include:

- Managing strategic relationships with our Charity clients, helping them achieve their strategic goals through professional and impactful talent development programmes
- Engaging senior decision-makers in customer businesses through a consultative approach
- Identifying and maximising sales and growth opportunities with new charity and non-profit partners
- Creating and delivering presentations and proposals
- Supporting the mobilisation of new accounts and learner cohorts including enrolment tracking and managing the implementation of strategic open cohorts
- Managing relationships with Corndel's operational and senior leadership teams to ensure we deliver exceptional training and customer service
- Organising and managing promotional communications for Corndel's products and training the wider business development team to use these effectively

- Working with Corndel's compliance team to manage end to end onboarding activity - applying best practice
- Produce regular reports on year-to-date partner income and forecasting

We are looking for a highly motivated individual who can demonstrate:

- A consistent track-record of high performance in a target driven role, ideally with sales or funding growth responsibility
- High levels of ownership and accountability
- Experience in engaging and influencing senior decision-makers in organisations
- Demonstratable experience, knowledge and passion for the third sector
- Exceptional relationship management and stewardship skills
- Strong written and verbal communication and listening skills
- A history of collaboration to achieve success
- Highly organised with an ability to proactively identify and solve problems
- Driven to succeed in a performance-driven environment
- A willingness to develop and learn

Corndel is committed to building a brilliant team that is inclusive in its culture, and values diversity so that we can best serve the needs of the learners and clients that we support. We strive for equality of opportunity in all that we do and actively encourage applicants from all groups and backgrounds to apply for this role.

About Corndel:

We deliver transformative professional learning for leading UK businesses, focused on core corporate competencies which provide strategic advantage.

Corndel delivers the Fundraising Diploma; an Institute of Fundraising accredited Levy-funded programme to upskill and support Fundraising professionals, and wider support roles, in their effectiveness for third sector organisations.

In addition to this, we deliver a suite of professional development programmes with our 'Leadership Academy' & 'Digital Academy' core to organisational success: Data Analytics, Data Literacy, Leadership and Management, Project Management, DevOps Engineering and Software Development.

We work with some of the UK's leading not-for-profit organisations including UNICEF, The Children's Society, NSPCC, Macmillan Cancer Support, Action for Children, The Prince's Trust and the NSPCC.

We have differentiated ourselves from the market by delivering a quality offer focussed on professional coaching and original content. We offer the opportunity to be part of an exciting and ambitious high-growth, award-winning business.

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