

**Role:** CLIENT MANAGER  
**Team:** Business Development  
**Package:** Pension, Unlimited leave, Flexible working  
**Location:** London based  
**Salary:** £25,000 - £35,000 dependent on experience, plus significant bonus potential

### **Job description**

Corndel is a multi-award-winning talent solutions provider, which delivers first-class professional development programmes to some of UK's largest businesses, working in partnership to drive their Talent, Digital Transformation, Diversity & Inclusion and Sustainability strategies. We are one of the fastest growing companies in the UK, with ambitious continued growth plans, and provide a great platform for motivated individuals to take the next leap forward in their career. Experience in sales, relationship management or similar is desirable but not essential.

This is an exciting role which spans across all aspects of Corndel's New Client Acquisition team. You will be responsible for supporting our New Client Acquisition strategy and continued growth through collaboration with team members to build relationships with potential customers. You will work closely with senior team members on key projects and ensure accurate and reliable reporting of the sales funnel.

We see this position as one which provides the opportunity to both learn and develop personal sales skills and to provide an insight into sales strategy; it will develop and grow over time. Corndel have an excellent track record of developing and promoting our staff.

### **Responsibilities include:**

- Supporting the development and growth of Corndel through both client engagement and broader activities aligned to Corndel's wider strategy
- Managing all inbound enquiries, presenting Corndel's offer and supporting customers
- Supporting Corndel's strategic partnership relationships
- Working closely with Corndel's marketing team in sales enablement activity to mobilise campaigns, pitches and new account growth.
- Supporting with large, consultative early-stage client relationships
- Creating presentations and proposals
- Creating reports as and when required
- Supporting with keeping the Client Relationship Management system up to date, advising the team on best practise and becoming an expert in efficient ways of working
- Researching target accounts to identify the most effective route of entry
- Supporting ad-hoc projects within the New Client Acquisition team
- Working closely with Corndel's Commercial Director to support new market opportunities and analysis

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

- Exceptional relationship management skills
- A track record of delivering customer service, ideally in a business-to-business environment
- Strong communication skills
- Good numerical and analytics ability
- High levels of organisation
- Excellent Microsoft Office skills
- Drive to be a high performer in a sales 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 around the core corporate competencies which provide strategic advantage.

We have grown by targeting some of the UK's largest employers and delivering scaled programmes across their management and professional workforce.

Our clients include ASDA, Credit Suisse, Legal and General, Marks and Spencer, ASOS, Booking.com, Kier Group, Royal Mail, Bupa, UBS, Macmillan Cancer Support and the NSPCC. We are targeting some of the largest businesses in the UK, including major players in financial services and technology.

We have differentiated from the market by a quality offer focussed on professional coaching and original content. We offer the most competitive salaries in the wider apprenticeship industry and the opportunity to be part of an exciting and ambitious high-growth business.

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