

Role: Director of NHS Partnerships
Team: Business Development – New Client Acquisition
Package: Pension, Unlimited leave, Flexible working
Location: London based
Salary: £60,000 - £75,000, plus significant bonus potential

Job description

This is a fantastic opportunity for an experienced business development professional to lead the business-to-business sales strategy for a wholly new market at an award-winning company.

Since inception in 2017, Corndel has broken new ground in developing people through vocational learning. Corndel works with some of the UK's largest and most high-profile businesses, delivering a range of government funded and commercial development programmes, including Leadership and Management, Project Management, Data Analytics, DevOps, and Software Development.

Now, through our strategic partnership with Imperial College Business School, Corndel is seeking to disrupt education within the NHS, with our unique approach to delivering exceptional quality education.

As the Director of NHS Partnerships, you will be responsible for the growth of Corndel's NHS offering by leading the development and execution of the business-to-business sales strategy. This is a new market for Corndel, so you will be developing strategy, securing the first customers, building a team, processes, and practices to launch the offer, deliver growth and exceed targets.

You will be responsible for engaging target clients, selling the benefits of Corndel's Transformational Talent Partner offering and working closely with the Account Management team to handover "won accounts" and opportunities to be delivered.

Responsibilities:

- Develop the sales strategy to bring Corndel's NHS offer to market
- Supporting the growth and development of Corndel
- Work towards challenging sales targets
- Working in a research and consultative framework to understand our target customers' strategic objectives and how levy-funded programmes can align to form part of a solution
- Working closely with the marketing team to build collateral and organise and manage targeted marketing campaigns
- Managing strategic relationships with our most important NHS customers, helping them achieve their strategic goals
- Working closely with the Account Management team to ensure that services are implemented in time and a positive, ongoing customer relationship is secured
- Engaging senior decision-makers with NHS Trusts & Integrated Care Systems through a consultative approach
- Creating and delivering presentations and proposals, also leading Bids and Tenders
- Organising and managing promotional communications for Corndel's NHS products and training the wider business development team to use these effectively

- In time, successfully recruit, manage and grow a high-performing team

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

- A track-record of achieving or exceeding sales targets in a business-to-business, solution-based sales role
- Experience of engaging and influencing senior decision-makers at large businesses, ideally in HR or Talent roles
- Experience of selling to, or working with, the NHS
- An ability to proactively identify and solve problems
- Exceptional relationship management skills
- Strong written and verbal communication skills and listening skills
- High levels of organisation
- Success from coaching and mentoring others in a target-driven environment
- A history of collaboration to achieve success
- Leadership and influencing skills to achieve their objectives
- Strong commercial awareness and understanding of different business environments and priorities
- Drive to be a high performer in a sales environment

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 currently deliver a suite of professional development programmes, core to organisational success: Data Analytics, Leadership and Management, Project Management, DevOps Engineering and Software Development.

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 businesses such as ASDA, Credit Suisse, Legal and General, Capita, John Lewis, Joules, Kier Group, Royal Mail, G4S, Wates, 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 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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