

Role: Senior Client Manager
Team: Business Development – New Client Acquisition
Package: Pension, Unlimited leave, Flexible working
Location: London based
Salary: £40,000, plus significant bonus potential

Job description

Corndel delivers first-class professional development programmes to some of UK's largest businesses. 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 businesses in England have a ring-fenced budget that can only be spent on training. As a Senior Client Manager, you will be responsible for Corndel's continued growth, by supporting the development and execution of Corndel's New Client Acquisition Strategy. You will work closely with our marketing team to identify, engage and win new clients.

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

Responsibilities include:

- Working towards a challenging financial sales target
- Supporting the growth and development of Corndel
- 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 organise and manage targeted marketing campaigns
- Building relationships with new clients and helping them to understand how their levy can be used to achieve their strategic goals
- Leading campaigns, proposals, pitches, tenders and stakeholder engagement strategies to win new clients
- Working collaboratively with your sales colleagues, sharing best practice and contributing to a great working culture
- Working closely with the Account Management team to ensure that services are implemented in time and a positive, ongoing customer relationship is secured
- Creating and delivering presentations, bids and proposals

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

- A track-record of achieving or exceeding sales targets, preferably in a business-to-business, solution-based sales role
- Experience of engaging and influencing senior decision-makers at large businesses
- Exceptional relationship management skills
- Strong written and verbal communication skills and listening skills
- High levels of organisation
- Good commercial awareness and understanding of different business environments and priorities
- Drive to be a high performer in a sales environment
- The ability to get things done, being able to establish effective systems, processes, and ways of working

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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