

**Role:** Account Manager

**Team:** Business Development

**Package:** Pension, Unlimited leave, Flexible working

**Location:** London based, hybrid

**Salary:** Up to £35,000 + £12,000 commission OTE (uncapped)

### **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 leap forward in their career. Experience in account management or similar is desirable but not essential.

Since May 2017, all major businesses in England have a ring-fenced budget that can only be spent on training. As a Corndel Account Manager, it is up to you to help businesses get maximum value from this 'use it or lose it' training tax.

You will be responsible for supporting our current customers to put more people onto Corndel training programmes, explaining to new businesses the opportunities presented by the training tax, managing relationships with our most important customers, and helping mobilise new contracts.

We see this position as one which provides the opportunity to learn and will develop and grow over time. Corndel have an excellent track record of developing and promoting our staff.

### **Responsibilities include:**

- Supporting the growth and development of Corndel
- Helping businesses to put more people onto our programmes
- Managing relationships with key clients helping them achieve their strategic goals
- Supporting the mobilisation of new accounts and learner cohorts
- Helping organise and manage promotional communications
- Tracking the enrolment activity of learners
- Creating presentations and proposals
- Contributing to tenders when required

**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
- High levels of organisation
- Good written skills
- Excellent Microsoft Office skills
- 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 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, AIG, 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 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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