

Role: Senior Account Manager
Team: Business Development
Package: Pension, Unlimited leave, Flexible working
Location: London based, hybrid
Salary: £36K - £50K basic + £20K 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.

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.

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
- Leading the mobilisation of new accounts and learner cohorts
- Helping organise and manage promotional communications
- Creating and delivering presentations and proposals
- Contributing to tenders when required

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

- A track-record of high-performance, preferably in a business-to-business account management role or similar
- Experience of engaging senior stakeholders at large businesses
- Exceptional relationship management skills
- Strong communication skills
- High levels of organisation
- Strong commercial awareness and understanding of different business environments and priorities
- Good written 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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