

**Role:** Sales Director – Data Programmes  
**Team:** Business Development  
**Package:** Pension, Unlimited leave, Flexible working  
**Location:** London based  
**Salary:** £80K, plus significant bonus potential

### Job description

Since 2017, Corndel has been a market leader in the delivery of brilliant apprenticeship training programmes that help the UK's largest employers address the data-skills gap.

We are now looking for an experienced sales leader to join our team to lead the next phase of our data sales strategy and take our high-impact programmes to even more employers and learners.

This is a multi-faceted role where you will have overall accountability for the sales performance, and growth, of our data programmes, including:

- Engaging directly with Chief Data Officers and other executive-level stakeholders to understand their needs, helping them to design and implement high-impact training-based solutions
- Collaborating with Corndel's Marketing, Account Management and New Client Acquisition teams to design and implement a successful sales strategy; and
- Working closely with our product development and delivery teams to ensure we continue to be at the cutting edge of data-skills development and deliver solutions that work.

### Responsibilities:

As Sales Director – Data Programmes, you will:

- Implement and own the sales strategy to accelerate the growth of Corndel's market-leading data training programmes, including Data Analytics, Data-Driven Professional and other new data-skills focussed products
- Support Corndel's Account Management Team and New Client Acquisition teams to sell data apprenticeships
- Have overall accountability for meeting company-wide targets for the sales, and growth, of our data programmes and market share
- Work 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
- Work closely with the Corndel's marketing team to organise and manage targeted campaigns and events and grow brand awareness for our work on data-skills development

- Manage strategic relationships with our most important customers, supporting them to implement ambitious data-skills training programmes
- Engage senior decision-makers in customer businesses through a consultative approach, with a particular focus on Chief Data Officers, HR Directors, and Learning and Development leaders.
- Collaborate with the Corndel Business Development team (including Account Management and New Client Acquisition) to grow existing Corndel clients, reach new clients, and ensure we deliver exceptional customer service to the client and learner
- Work closely with our partners at Imperial College Business School to drive sales and support product development
- Support the development of scalable systems and processes to ensure that new accounts and learner cohorts are mobilised effectively and supporting team members to operationalise these processes
- Create and deliver presentations and proposals
- Organise and manage promotional communications for Corndel's products and training the wider business development team to use these effectively
- Lead tenders when required
- Manage relationships with operational and product teams within Corndel to ensure we deliver exceptional training

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

- A consistent track-record of high performance in B2B business development
- Expert knowledge of the data-related challenges organisations face and the tools available to solve them
- High levels of ownership and accountability
- An ability to proactively identify and solve problems
- Experience of engaging senior decision-makers at large businesses to achieve growth, including Chief Data Officers and other senior buyers of data products
- Experience thriving in a matrix structure to deliver high performance and strategic objectives
- Exceptional relationship management skills
- Strong commercial awareness and understanding of different business environments and priorities
- 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 communication skills
- High levels of organisation
- 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 currently deliver seven professional development programmes: Data Analytics, Leadership and Management, Project Management, Fundraising, 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 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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