

Role: Senior Client Manager – NHS
Team: Business Development – New Client Acquisition
Package: Pension, Unlimited leave, Flexible working
Location: London based
Salary: £40,000 - £45,000, 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. More recently we have begun building our offer for the NHS and are delivering programmes to staff from several large NHS organisations. As a Corndel Senior Client Manager - NHS, you will be responsible for Corndel's continued growth, by supporting the development and execution of Corndel's New NHS Client Acquisition Strategy. You will work closely with our marketing and research 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 handover 'won accounts' and opportunities to be delivered.

Responsibilities include:

- Working towards a challenging financial sales target
- Supporting the growth and development of Corndel within the NHS market
- 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 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:

- An understanding of the NHS gained either as an employee of an NHS organisation or in a B2B role with NHS clients

- Experience of engaging and influencing senior decision-makers within the NHS
- Exceptional relationship management skills
- A track-record of achieving or exceeding sales targets, preferably in a business-to-business, solution-based sales role
- Strong written and verbal communication skills and listening skills
- High levels of organisation and the ability to prioritise under pressure
- An understanding of NHS strategic priorities and organisational synergies
- 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 on 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 Chelsea and Westminster Hospital NHS Foundation Trust, Imperial College Healthcare Trust, Croydon Health Services NHS Trust, ASDA, Credit Suisse, Legal and General, Capita, John Lewis, Kier Group, Royal Mail, G4S, Macmillan Cancer Support and the NSPCC. We are targeting some of the largest organisations in the UK and the NHS plays a major part in our future plans.

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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