

Senior Account Manager – starting OTE £70,000 per annum – St. Albans (Hybrid)

Full-time | Permanent | Immediate start

Are you a professional, experienced and commercially-aware senior sales executive capable of running high-level relationships that can yield great returns for us and our clients?

Are you driven, organised and capable of working with others in different roles in the sales team to hit targets? Can you manage ongoing relationships and develop new ones amongst a portfolio of our top 200 clients? Are you capable of running client projects and demonstrating a return on L&D investment?

This brand new and exciting role is for you if you're an outstanding account manager with the drive and career-focus to build meaningful relationships.

Why join us?

Impellus is a leading provider of management and leadership training courses and qualifications, delivering real, measurable results to organisations of all sizes throughout the UK. We have trained individuals and teams from more than 9,000 organisations, including renowned names such as FedEx, Pepsico, Burger King, Ocado, and the NHS. Great leadership transforms organisations – and we need you to ensure our best clients have that delivered to their requirements.

In return for your expertise, we offer:

- Competitive salary: starting at £50,000 pa.
- Excellent commissions with £70,000 pa OTE in first year.
- Hybrid working: 3 days in the office, 2 days from home. (Meetings on client sites and at events too).
- Personal development opportunities.
- Generous holiday entitlement: 25 days + bank holidays (increasing with service).
- Work-life balance: Early finish one Friday per month.
- Social perks: Regular company-funded social events.
- Supportive culture: Access to an Employee Assistance Programme.

The role

This new role forms a major part of our ambition to develop deeper relationships with our best clients. You will be able to use our CRM to determine activities, make calls, keep excellent notes, build a pipeline and report on successes.

You will be keen to get on the phone, be able to hold engaging Teams meetings, send useful emails and arrange physical meetings that produce results.

You will work alongside a New Business Sales Executive and a Learning and Development Partner who will work to their own targets but also help you to generate new clients for account management.

Importantly, you will be keen to learn and develop further so your professionalism and ambition should match ours.

Key responsibilities:

- Achieve sales targets through the engagement and retention of our largest client accounts.
- Ensure clients have the right L&D solutions in place at all times.
- Ensure your clients are implementing skills and seeing a return on their investments with us.
- Work with the Learning and Development partner to maximise client satisfaction.
- Play a prominent role in supporting the company's social media output.
- Help to define and develop resources such as documents, videos and online tools which improve the client offering.

What we're looking for

You'll be an engaging, adaptable account manager with a strong commercial understanding and a knowledge of workplace challenges. You'll be able to build sustainable business relationships and get deals done.

The ideal candidate will be able to:

- Communicate and close deals at a senior board level.
- Ensure high retention of business amongst our best clients.
- Fully qualify the needs of clients in professional terms at all times.
- Demonstrate expert knowledge of the L&D marketplace to position Impellus with clients, anticipate their needs and identify growth opportunities.
- Have an excellent contemporary knowledge of the broader commercial environment.
- Be able to consider and propose new ways to engage our top clients.
- Drive training onto the agenda at client organisations and display RoI.
- Ensure the same clients are implementing skills and seeing a return on their investments with us.
- Play a prominent role in supporting the company's social media output.
- Report on progress on a regular basis to the RevOps Manager.

About Impellus

Impellus is the largest independent ILM-approved training centre in the UK. We specialise in management, leadership, and commercial skills training, offering both in-house and open courses. With over 9,000 organisations served, we are known for delivering real, tangible improvements for our clients.

Location

This is a hybrid role, with three days per week in our St. Albans office and two days from home. Candidates must be within a commutable distance.

Apply today

If you're ready to join a growing, respected organisation and make a real impact, we'd love to hear from you. Click 'Apply now' to submit your application.