

Sales & Account Managers - L&D

Sales & Account Managers / Lead Generation & Leadership and Management Training Consultancy

£flexible + plus Bonus & Benefits, London with Travel

Our client is a specialist leadership and management training consultancy and is dedicated to the assessment, leadership and development of individuals to inspire and sustain personal and business success. Due to a period of continued success they are looking to recruit a small number of Sales Professionals and Account Managers for their Lead Generation Team in London.

Individuals will be responsible for identifying, generating and developing leads as a key contribution in building my clients pipeline in both new and existing accounts. Working alone and in part of team environment to achieve key targets outlined with the sales strategy.

You should bring with you a proven background in a demanding and challenging sales environment within a learning and development consulting company. The role will cover the management of the entire sales process.

Responsibilities will include:

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Generate and identify leads

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Take accurate and detailed brief

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Arrange and attend client meetings

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Write detailed and accurate proposals

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Update sales data and maintain data integrity

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Liaise and cooperate with team members to ensure efficient sales process

You will have the ability to show in-depth of knowledge and characteristics in the following areas:

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Experience in and L&D HR Environment

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Previous experience in a sales environment covering solution sales / consultancy

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Ability to build confidence and credibility with a client at all levels

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Excellent communications skills, verbal and written

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Excellent presentation and influencing skills

For an informal conversation or to apply to the position above please email your CV and/or contact details to info@ingenious-resourcing.com

Key Words: Leadership and management training consultancy, executive coaching, consulting, sales, account management, learning, development