



## Learn. To Change.

### About the Job

**The role:** Client Relationship / Sales / Business Development / Relationship Manager

**Location:** London Hybrid – 3 days in the office & 2 days at home

**Contract:** Full time, 37.5 hrs per week

**Package:** competitive base salary with an uncapped commission and incentive-based rewards

### Job Purpose

You will join QA as a Client Relationship Manager; your focus will be to further grow your account base by prospecting for new business and nurture your existing customers using sales techniques gained from our in-house sales academy and on the job coaching.

Strategically prospect new business and nurture your existing client base to maximise high value and long-term opportunities.

### A 'day in the life' of a Client Relationship Manager

- Identify and liaise with key stakeholders/decision makers for both new & existing customers/partners by telephone and email in order to maximise long-term sales opportunities
- Prospect for new customers/partners whilst maintaining and growing your existing customer/partner base
- Effectively facilitate client meetings to discuss relevant solutions in order to maximise sales opportunities
- Prepare quotes and proposals to deliver high quality presentations in line with customer/partner requirements
- Input, analyse and interpret all relevant sales management information to strategically prioritise your sales pipeline/cycle in order to consistently achieve and exceed targets.

Sounds great, doesn't it? And in return we will offer you...



## **Sales rewards**

We have an amazing incentive-based reward on offer on top of an uncapped commission. Our top performers are part of the 110 Club. To join, all you'll need to do is achieve 110% of your annual target which will see you go on a fantastic all expenses paid VIP trip abroad! Recent destinations include Las Vegas, Miami, New York and Barcelona! To find out more, check out our LinkedIn page for the pictures!

## **Down time**

Taking time for ourselves is so important these days which is why we dedicate some of our benefits to support your health & wellbeing. These include: 27 days holiday each year, holiday buying scheme, Medicash plan, Gympass, Cycle to Work scheme, Employee Assistance Programme, and 2 days per year charity leave



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