



About the role

Summary:

We're looking for a driven, ambitious and highly capable **Core Account Executive (AE)** to join our growing Enterprise Sales function. This is a high-impact role designed to fuel the growth of QA's Enterprise customer base.

As a Core AE, you'll take full ownership of a portfolio of named and prospect accounts selling directly to senior decision-makers in HR, L&D, Digital, and Operational leadership. You'll be supported by Marketing and Solution Engineers and work closely with Customer Success to ensure smooth handoffs and strong renewal/upsell pathways.

This is an excellent stepping-stone role for high-performing sales professionals who want to progress into Strategic Enterprise sales. You'll gain exposure to complex solution selling frameworks (MEDDIC, Challenger), supported by coaching, playbooks, and ongoing development.

Role Responsibilities:

- Own and grow a portfolio of Enterprise Accounts.
- Build pipeline through targeted outreach, inbound lead conversion, and marketing-led campaigns
- Manage the full sales cycle: discovery, qualification, proposal, demo, negotiation, and close
- Use structured sales methodologies (MEDDIC, Challenger, solution selling) to run efficient and effective sales processes
- Map key stakeholders and buying groups across L&D, HR, Digital, and IT
- Understand client priorities and match them to appropriate QA solutions, products, and services
- Forecast accurately and maintain Salesforce hygiene and pipeline discipline
- Collaborate closely with Marketing, Product and Customer Success to ensure high-quality client engagement and smooth handovers
- Deliver strong NPS outcomes and identify upsell opportunities over time
- Contribute insight and feedback to help shape go-to-market strategies and commercial messaging

Your Experience

- 2–4 years of B2B sales experience with a track record of hitting or exceeding targets



	<ul style="list-style-type: none">• Previous experience in solution sales (L&D, SaaS, recruitment, training, tech, or managed services preferred)• Able to manage ACV from £25k to £150k and active opportunities across various stages of the pipeline• Experience with Salesforce and pipeline/forecast reporting tools• Familiarity with digital, data, and/or cloud terminology is a strong plus (e.g. AWS, Azure, DevOps, Software Development)• Bonus: exposure to L&D, professional training, or capability-building solutions
Skills & Behaviours	<ul style="list-style-type: none">• Outcome-oriented with a hunger to win, learn, and progress• Strong communication skills, clear, concise, and persuasive in both written and verbal interactions• Confidence in running discovery calls, demos, and closing conversations• High attention to detail, structured thinking, and strong commercial acumen• Ability to thrive in a fast-paced, evolving environment where autonomy and accountability are key
About QA	<p>At QA, we believe the future belongs to organisations that are able to learn, master and apply new skills at pace and scale. As the largest tech training company in the UK and the fastest-growing in the US, we partner with 96% of the FTSE and most of the Fortune 500. We have served over 4,000 customers and 1+ million learners since 1985.</p> <p>We believe skills alone aren't enough but need to be applied back to the business in order to effect change. We do this through tailored learning programmes that connect learning across an organisation's siloes, create continuity for learners, and feature collaborative, cohort-based modalities to apply skills at pace and at scale. Our unique end-to-end learning solution draws from deep expertise across apprenticeships and instructor-led training, and self-paced learning.</p> <p>Please find out more about us at https://www.qa.com/about/careers/</p>