**Firebrand Job Description**

**Job Title** Account Director

**Department Firebrand – Sales**

**Location Manchester St James**

**Additional details n/a**

**Contract type Full time and permanent**

**Hours of work** 37.5

**Reporting lines** Head of Enterprise Sales

**Job Purpose**

To purpose of the role is to develop long-term existing relationships with our key clients, as well as securing new ones. The account director will act as the key contact for the client to ensure all programmes run successfully. They will meet or exceed sales objectives for assigned accounts by promoting and selling training services through effective account management, professional, consultative sales techniques and building long-term customer relationships. The role may involve the need to attend events and visit clients in person.

**Key Responsibilities**

* Identify new opportunities for business with both existing and new clients
* Achieve KPI’s as set by the Head of Enterprise Sales, focused on account growth
* Strategic selling: Understanding client requirements beyond immediate product needs and establish a client-vendor relationship that supports the strategic direction of both organizations
* Prepare and conduct regular programme reviews and provide feedback to the client on a timely basis
* Project manage the onboarding on any new client
* Establish and maintain strong client relationships through regular and structured contact
* Act as a key point of contact for the client
* Chair client meetings and organise events
* Market analysis: Understand market trends and the implications of those trends for our clients
* Ensure annual individual growth targets are achieved
* Work closely with other business units and the wider BPP Group to ensure a coordinated approach is adopted to grow tailored corporate solutions
* Work with clients to identify and leverage wider opportunities
* Prepare written presentations, proposals and price quotations
* Continually develop new product and industry knowledge