

Job Advert – Account Manager

Location: Worcester with travel to customers' locations
Terms: Permanent Full-Time
Salary: £40-45K plus commission (uncapped)

About the Role

Aligned with our current growth strategy we are looking for Account Manager's for the following Division's – Corporate, Central Government and Defence.

We are seeking ambitious self-motivated Account Manager's for the above divisions. You will proactively build strong relationships with current clients to grow the existing business. You will be responsible for generating and developing new contacts to uncover further sales opportunities within the client base. You will need to be driven client focused and love building relationships with multiple stake holders. Account planning is an important part of the role.

This is a consultative sales role which also requires good collaboration with other team members.

Requirements

- 3+ years Account Manager experience in a service industry B2B Role.
- Exceptional Communication Skills and Relationship building skills.
- Experience in consultative selling.
- Experience in managing others.
- You must be keen to engage in CPD.
- Full driving licence and access to a car is required.
- SC is an advantage.

As a professional development company, Quanta will offer you dedicated training enabling you to fulfil your potential. If you think the role sounds like you or you're keen to understand more than please get in touch.

About Quanta

Quanta has been a major player in the Training and Development world in the UK for over 30 years. The width and breadth of our portfolio goes all the way from Technical IT, where it all started back in the 90s, through a Best Practice Portfolio of Project, Programme, Portfolio Management, Agile and Scrum, IT Service Management, all the way to an extensive Personal Development and Leadership offering.

Our customers are from 4 main divisions: Defence, Healthcare, Central Government and our extensive Corporate client base. Many of these household names have been with us from the start. We pride our services on our second to none customer service, which is one of the cornerstones as to why clients come back to us year on year and also why Quanta has lasted the test of time.

Quanta is all about developing people giving them the skills they need to excel at their jobs and lead rich and fulfilling lives. This is at the heart of both the training we deliver in the classrooms and the ethos of the company itself in developing our staff. We are viewed by our customers as a valued partner, not just a training provider.

Benefits

- 25 days annual leave plus UK Bank Holidays
- Long Service Reward of up to 5 extra days holiday
- Contributory Company Pension
- Access to training and development to refresh or enhance your current skillset
- Member of Cycle Scheme
- Part of the Armed Forces Covenant
- Free parking at Worcester HQ

