

Business Development Account Manager

Are you a true hunter, skilled at identifying and winning new business opportunities?

Do you have a proven track record of nurturing and developing relationships with key stakeholders, developing opportunities within target markets and new partnerships?

If so, Quanta want to hear from you!

We are currently recruiting for a Business Development Account Manager within our Corporate Team.

This will be a consultative, solution focused role (no product sales), created due to expansion with the purpose of developing new business within this key sector as part of our growth strategy.

Job Title	Business Development Account Manager
Department	Sales
Reports to	Divisional Director
Hours of work	08:30-17:00 5 days a week
Place of work	Quanta Office in Worcester and travelling to customer locations. (free parking at Quanta office)
Summary of Position	The acquisition of business from new and lapsed clients



Junior Account Manager

Are you energetic and driven?

Do you have a proven track record of nurturing and developing relationships with key stakeholders, developing opportunities within target markets and new partnerships?

If so, Quanta want to hear from you!

We are currently recruiting for a Junior Account Manager within our Corporate Team.

This will be a consultative, solution focused role (no product sales), created due to expansion with the purpose of developing new business within this key sector as part of our growth strategy.

Job Title	Junior Account Manager
Department	Sales
Reports to	Divisional Director
Hours of work	08:30-17:00 5 days a week
Place of work	Quanta Office in Worcester and travelling to customer locations. (free parking at Quanta office)
Package Extras	Contributory pension
Summary of Position	To achieve the allocated monthly and annual sales target in line with the company's strategic goals.

www.quanta.co.uk



Professional Specification

	Essential	Desirable
Qualifications and Training	GCSE Grade C Mathematics and English. MS Office Skills	Higher Education Award, e.g. Hon's Degree, HND, Etc
Experience	1+ years successful experience in a similar role. (business to business)	3+ year's successful experience in a similar role. (Business to business).
General Ability and Personal Attributes	Communicate effectively in all mediums.	Ability to adapt to new situations and different environments.
	Be able to take instruction and work with a degree of initiative and autonomy.	Have the ability to solve problems and issues with minimal management help
	Be smart of appearance at all times in connection to work.	Be reliable at all times in connection to work.
	Have a mature attitude towards work.	Be able to work empathetically through sales rejection, resilient.



Why work for Quanta?

Quanta actively encourages personal growth and development promoting authenticity, resilience, emotional intelligence, kindness and collaboration. Here's what some of the team have to say about their experience with Quanta.

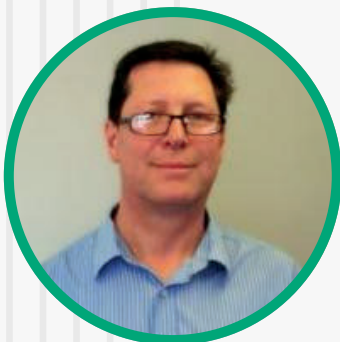
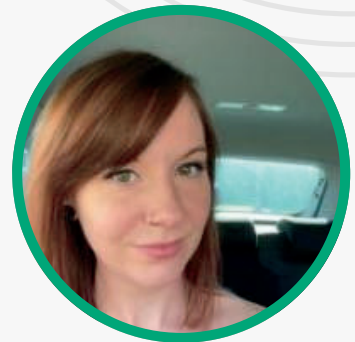


Brian, Trainer

'I've worked for Quanta for over 6 years now. It's a place where I can grow and do my best work. Where the tools to do my best work are provided. A company where I can see the difference I make to our delegates, the company and to my colleagues. I cannot see myself working anywhere else.'

Kelly, Account Manager

'My personal growth has been amazing within my 3 years here. You are accepted for being yourself and your opinions count. There's a great mix of people and every day is varied. You really feel like you're making a difference and helping to improve workplaces with training and support. If you have an open mind and drive to excel in what you do, you'll do well here and have fun along the way!'



Martin, Trainer

'When I started at Quanta (16 years ago) it just felt like the right fit for me. Working for a company with real values that is committed to customers learning is an ethos that I agree with. The directors are hands on and there is a great atmosphere amongst all the staff. Quite simply the best company I've ever worked for.'

Rachel, Account Manager

'Working at Quanta has been like finding the extended family I never knew I needed. Personal growth and development is promoted as much as professional development. Coming to work and having fun... who wouldn't want that?'



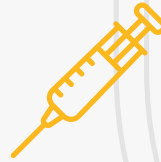
Company Benefits



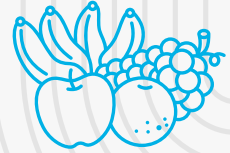
Cycle to Work Scheme



Free Eye Test



Free Seasonal Flu Jab



Free refreshments
and fruit daily



Family friendly policies



Hybrid working
(role dependant)



Additional holiday after
5 years' service



33 Days Annual Leave
including bank holidays



Reservist policy



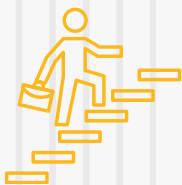
Free Parking



Company profit share scheme
(for all staff not on a
commission scheme)



Commission Scheme
(sales)



Personal / Professional
development



Coaching, Mentoring, training
Career development



Annual company
social events



Company away days
(hiking, canoeing etc)

