

## **Client Solutions Manager**

Are you looking to join a forward thinking, innovative training service provider to progress your career? Learning Tree have a close knit, successful and hungry sales team and we are looking at expanding even further. There is huge demand across the world for companies to upskill their IT and Management staff and what better way to assist with this than joining one of the global market leaders.

Our sales department is one of the key pillars of our business, you will have a lot of exposure both internally with your peers and externally to a large number of FTSE100 companies.

If you are a forward thinking, innovate sales person, we want to talk to you!

### **Here's what your role looks like**

Focussing on a small number of defined vertical markets your role will be to sell a tailored training solution to our larger clients. No two accounts have the same needs, so the Client Solution Managers position is a constantly evolving position. You will be identifying, prospecting and developing new client business as well as managing some high profile existing accounts.

You will work closely with our Sales Director to create bespoke presentations across our public scheduled, on-site and solutions business in both the UK and Internationally. We pride ourselves on the quality of training we provide our clients and that comes from the ground work that our sales people put in.

We offer a flexible working environment where ideally, we would like you in front of clients as much as possible however we have offices in both London and Leatherhead for you to meet with the rest of your team and interact with the business as a whole.

### **What we need from you**

Whilst we are very focused on recruiting the right individual for the positions in our sales teams there are some criteria that we do need you to match up to;

- Experience of selling bespoke solutions
- IT experience would be beneficial but not essential
- Excellent communication skills
- Experience of both winning high value new business and managing existing accounts.
- UK Driving Licence

### **Learning Trees commitment in return**

We appreciate that we are asking for a lot, we need to in order to get the best possible staff on the market but in return we do provide some excellent benefits.

- Highly competitive, negotiable basic salary
- Uncapped commission structure
- Excellent career progression, we have countless examples of staff progressing through our business
- Excellent pension scheme
- Discounted gym and sports club membership
- Access to our public courses, we recognise that the best people are ambitious, we want to fuel that ambition
- The chance to work within a collaborative, supportive team to help achieve your career goals

### **What's next?**

If from reading this advert, you are champing at the bit to get started then please do send your CV across to our Talent Acquisition Lead, Ash Doherty ([recruitment@learningtree.com](mailto:recruitment@learningtree.com)) From there we will arrange an initial telephone call to get the process started and get your on the path to your new role with Learning Tree.