



Job Description

Job Title: Sector Specialist Account Manager

Reporting to: Director of Innovation

Work Location: Home Based with occasional travel to team and client meetings.

Salary: £33,000 to £40,000 per annum.



Who are we?

We challenge industry stereotypes; we broaden horizons, and we help disconnected people to make informed decisions at the key points in their working life. We believe every person should have the access to the information they really need when taking employment decisions.

We look at things a bit differently, helping people understand what really interests them not just what is available in the here and now. As a result, we are proud to say we've helped over 2 million people through this process, but we want to help many more!



What will you do?

Leading TalentPeople engagement within specific sectors; your expertise will support the development of authoritative content to support market engagement leading directly to the creation of new opportunities with existing and new clients.

[Web GetMyFirstJob.co.uk](http://GetMyFirstJob.co.uk) // TheTalentPeople.co.uk

Langstone Park,
Havant, PO9 1SA



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Registered Address: 61 Westway, Caterham, England CR3 5TQ



Main responsibilities will include:

- Account Management of named accounts ensuring wide company-to-company engagement to grow contact points and opportunities
- Planning and executing sales activity to deliver the retention and growth of revenue from named accounts
- Working with the wider marketing and sales team, you will support the creation of a research and communications agenda.
- Management of 'RoundTable' participants within your sectors to ensure high levels of engagement pre and post event.
- Carry out 'insight' meetings with new contacts and existing clients leading to the creation of sales opportunities.
- Leading, or supporting, the creation of significant proposals or pitches within your specialist sectors
- Planning and executing sales activity to deliver the retention and growth of revenue from named accounts
- Where appropriate, supporting the resolution of client issues through escalation and liaison with the wider TalentPeople team and management structure.



What do you need?

To succeed in this role at you will need to demonstrate our values. It is our commitment to Achievement, Team and Fun, Improvement, Confidence & Ambition that makes us a team. Other role specific skills required include:

- You must have an understanding of the early talent market and passion to support those early in career is crucial
- You have 3 years + experience of early talent marketing, attraction and recruitment. This experience can come from working in an internal HR/Recruitment role or supplier side
- You have a track record of building deep and lasting relationships as a trusted advisor at senior levels in a diverse range of organisations in the sector
- Proven capability in commercials understanding and profitability monitoring

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- The ability to identify, nurture, develop and close upsell opportunities
- Excellent written and verbal communication skills, plus the ability to adapt these to senior stakeholders and young people
- Consistent with a proven track record as a trusted, respected client partner
- Passion for working within a diverse, energetic and dynamic environment
- An energetic, driven and can-do attitude.
- You must be an excellent communicator, in both written and verbal settings



What are the whole team required to do?

- Live our values! Achieve, Team and Fun, Improve, Confidence & Ambition are what makes us a team.
- Follow the Company's Policies and Procedures, accessible at any time from the CitrusHR Website, as well as statutory requirements.
- Uphold the Equal Opportunities and Anti-Harassment and Bullying Policies, ensuring effective implementation in all aspects of their work for the Company.
- Provide a working environment at home (unless you are office based) with an ergonomic workstation in a quiet space with an internet connection suitable for video & telephone calls.
- Be proactive, bring ideas, suggestions and contribute to business improvement.
- Undertake training as required.
- Attend team meetings as required.
- Always observe health and safety procedures to safeguard yourself as well as the interests and safety of all those we work with you.
- Undertake other duties as needed.

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