



## **International Account Manager (Environment and Sustainability Specialist)**

- Cardiff (Remote Working, with an expectation to attend the office circa 6 days per month during the first 6 months)
- Permanent, Full Time, Monday – Friday
- Salary depending on experience + OTE + Car Allowance + Laptop + Phone
- 23 days annual leave, increasing with length of service + Bank Holidays
- Company Pension Scheme

### **The Company:**

Aspire Recruitment Services are privileged to be working in collaboration with a valued and highly regarded client, recruiting for a key appointment within their business. They are an innovative SME within the private sector, providing specialist training solutions to organisations worldwide. With an enviable portfolio of loyal, multi-national clients, their blended learning and bespoke training packages are highly regarded within the market. Already benefitting from a robust customer base, they have ambitious growth plans for the future and a business strategy to triple their audience by 2025. Key to this success is the addition of a Sales professional to join their field-based team.

### **The Role:**

Providing training qualifications specific to the HSE arena, the focus of this role will be Environmental and Sustainability. As a sales leader within a service-driven arena, you will have demonstrable experience of either selling training solutions, management systems, software or consulting services, on a B2B basis. You will also have a passion for the Environment and Sustainability, as well as how this impacts and affects successful business operations. Your target audience will include Environmental Managers within the construction and manufacturing sectors, selling an Environmental Management suite of online courses.

The successful candidate will be expected to target relevant senior business leaders at multinational global brands, identifying commercial opportunities and building strong account relationships. You will be expected to acquire and expand new business accounts, managing an end-to-end sales cycle both in the UK and overseas. You will be an experienced and proactive Sales Account Manager, able to embrace digital transformation and confident selling and promoting training solutions worldwide.

### **Responsibilities:**

- Proactively prospect for new business opportunities through cold calling, networking and utilisation of existing CRM data to achieve set activity KPIs and sales targets.
- Effectively follow up on incoming enquiries and referrals.
- Work with the Head of Sales to identify and target strategic accounts.
- Produce compelling sales proposals including accurate price quotations
- Accurately record pipeline and customer data in CRM
- Work closely with business delivery functions to ensure contracts are fulfilled in line with expectations.
- Assist finance department in capturing invoicing master data to support efficient invoicing and collection.
- Liaise with Marketing team to support and promote campaigns including account-based marketing initiatives.
- Support and participate in the social media strategy by generating a positive web presence on platforms such as LinkedIn, Facebook and Twitter
- Develop and maintain strong product and sector specific knowledge to be able to advise customers accurately.

[www.aspirerecruitmentservices.co.uk](http://www.aspirerecruitmentservices.co.uk)  
07545 565497  
[sarah@aspirerecruitmentservices.co.uk](mailto:sarah@aspirerecruitmentservices.co.uk)



- Work with wider team of Account Managers to maximise revenue generation opportunities.
- To work within the systems/procedures in place to maintain the ISO 9001:2015 accreditation.

#### **Skills, Experience & Qualifications:**

To be considered for this opportunity, you will be a Sales-Leader with demonstrable experience of selling training solutions, management systems, software, consultancy services, or another service-led business solution, on a B2B basis. You will also be:

- An experienced Field-Sales professional in the Environmental services sector
- A strong and proactive Sales Manager, confident prospecting new business and building relationships.
- Experienced at operating on an international scale, selling in the UK as well as overseas
- Able to manage the end-to-end sales cycle
- Confident when presenting to and communication with senior decision makers.
- Competent with business IT applications (MS Teams, Word, PPT, CRM)
- Comfortable selling to senior decision makers (C-suite)
- Experienced within HSE or Corporate Training Services (desirable, though not essential)
- Qualified within Environmental / Sustainability, or have a real passion for the subject

Aspire Recruitment Services Ltd is acting as an Employment Agency in respect to this vacancy.

#### **Key Words:**

“International Account Manager” or “International Sales Manager” or “International Business Development Manager” or “Sales Account Manager” or “Sales Manager” or “Sales Executive” or “Account Manager” or “Account Coordinator” or “Account Executive” or “Account Handler” or “Business Development Manager” or “Business Development Executive” or “Training Solutions Manager” or “Training Sales” or “Sales Leader” or “Field Sales Manager” or “Field Sales Executive” or “Global Sales” or “Global Business Development” or “Global Account Manager” or “International Sales” or “International Business Development” or “Corporate Sales” or “Commercial Sales” or “Environmental” or “Sustainability”