

Relationship Development Exec

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Company: Quality Care Group

Location: Portslade-by-Sea

Category: sales-and-related

Job title: Relationship Development Executive

Company: Quality Care Group

Location: Hove, BN3 4QW

Type of role: Permanent, 35 hrs a week. Full-time

Salary: £28000 to £32000 depending upon experience.

Our Company: Quality Care Group (QCG) is a leader in providing innovative solutions to the care sector. Our Business Solutions division empowers care providers with the resources they need to thrive. We are in search of a passionate individual to help us expand our reach and solidify client relationships.

The Role: Relationship Development Executive

As our Relationship Development Executive, you'll be a key driver of growth within our Care Insurance sector. You'll build strong relationships with existing clients, uncover new opportunities, and collaborate with our solutions team to match clients with the best products and services.

Responsibilities of the Relationship Development Executive role

- * Own Your Client Portfolio: Develop deep rapport with existing clients, becoming their trusted expert for growth and retention.
- * Expand Our Reach: Proactively source new business opportunities, bringing exciting new clients into the Quality Care Group family.
- * Collaborate for Success: Work closely with our Business Solutions team to connect clients with the tailored solutions they need.
- * Master the Data: Maintain our CRM with accurate client information and diligently track renewals.
- * Exceed Expectations: Drive success by cross-selling our business solutions within our insurance client base.

Experience and Skills Required to be a successful Relationship Development Executive

- * Customer Canvas Pro: Demonstrated ability to identify client needs and map those needs to successful solutions.
- * Business Savvy: Solid understanding of the care sector and how to tailor business solutions to its specific pain points.
- * Relationship Builder: Excellent communication and interpersonal skills, fostering strong, lasting client connections.
- * Sector Knowledge: Experience in the care industry or a similar field is highly advantageous.

Package on Offer for the Relationship Development Executive post:

* Competitive Salary: £28,000 to £32,000

* Generous Time Off: 25 days holiday + 8 bank holidays

* Health & Wellbeing: Cashplan health benefits

* Invest in Your Future: Company pension scheme

Ready to Apply?

Send your resume showcasing your passion for client relationship building and your drive to contribute to Business Solutions growth in the care sector. We can't wait to hear from you!

A Note on Diversity and Inclusion: QCG is committed to building a diverse and inclusive team. We welcome and encourage applications from all qualified individuals.

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Cross References and Citations:

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