

# United Kingdom Jobs Expertini®

## Senior Client Advisory Manager - United Kingdom

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Company: Center for Creative Leadership

Location: United Kingdom

Category: other-general

### Who We Are

The Center for Creative Leadership (CCL) is a top-ranked global provider of leadership development, training, and solutions servicing a global customer base. From team-builders and problem solvers to creative thinkers and transformational visionaries, our people are the drivers behind our business. At CCL, you'll have an opportunity to contribute to our mission of building better leaders and a better world. You will feel challenged and inspired while collaborating with a global team of thought leaders, practitioners, researchers, and partners. We share a collective passion for contributing to our clients' success, helping our teammates and colleagues grow and making a real difference in the lives of people around the globe.

### General Summary

The Senior Client Advisory Manager will play a key role in the client acquisition, profitable growth and brand awareness of CCL. You assess market potential and strategies for development, understand the best fit between CCL's capabilities and the market opportunities and make suggestions to expand those capabilities where appropriate. You identify and engage with key decision makers and influencers at the client and understand the decision-making process.

### Key Responsibilities

#### Client Acquisition & Business Development

You are responsible for acquisition of new clients (revenue, gross margin at contract signature)

You analyze client needs and contribute to the go to market planning.

You actively network in client industries/markets and participate at conferences and events for networking and represent CCL in online webinars.

You map decision making processes and decision makers/influencers at key target clients; connect with targeted decision makers/influencers to introduce CCL services.

You develop pursuits plans for key target clients.

You work with the marketing team to develop marketing and PR campaigns that generate leads for target clients.

You hand over new won business to the assigned Client Engagement and Client Implementation resources.

You develop expertise in one or more areas of leadership to be able to act as a trusted advisor to clients.

You use appropriately all Sales Management and Reporting systems.

### **Proposal Writing**

You collaborate with the Client Advisory Director who manages the sales opportunities through the full Bid Lifecycle

You coordinate and produce the proposal (RFI, ITT, RFP, Tender, etc.) response documents.

You make professionally written proposal content that clearly articulates the organization's value proposition.

You design winning solutions, costing and proposals for Tactical Clients in partnership with other CA members.

### **Specific Knowledge, Skills & Abilities**

Strong finance and business acumen with excellent analytical skills, outstanding knowledge of essential business and financial targets

Able to translate business strategy into functional/operational plans

Client oriented, build and foster relationships and networking

Outstanding communication skills and able to challenge and negotiate

Strong interpersonal skills and able to influence in a diplomatic way

Solution oriented : remove barriers and identify solutions to problems

Able to work under pressure, whilst maintaining a positive attitude

### **Education and Experience:**

Master's in business, Marketing or other related discipline, or equivalent through experience

Minimum 5 years of experience in client acquisition/business development – B2B services, preferably corporate education or related (e.g., assessments, coaching).

Demonstrable track record of having sold 1 million EUR in new business per year to large corporations or international / multinational companies (top-2000 in Europe).

Experience in solution selling (not product selling), and in working with complex long sales cycles involving procurement (through RFPs)

Seniority level to interact with senior L&D leaders / head of Academy/C.U. at corporate clients.

Strong advisory and negotiation skills.

Self-starting, willing to do outreach. Has a network of client contacts.

Good understanding of the market dynamics and competition in the corporate industry.

Located in UK

Fluent in English

Please note that some travel may be required to client sites (up to 20%).

### **Benefits**

We offer a comprehensive remuneration package that is competitive and commensurate with relevant qualifications and experience. Our package is designed to attract and retain top talent, reflecting our commitment to providing our employees with a rewarding and

fulfilling career.

This position offers a hybrid work arrangement and requires candidates to be situated within a commutable distance from our office in Brussels, Belgium.

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