

Employer Engagement Consultant/Relationship Manager

Location: LE1

Working Pattern: 9am-5pm Monday-Friday

Pay rate; 18-20: £6.45 per hour

Pay rate: 21-24: 8.20 per hour

Pay rate: 25 +: 8.72 per hour

Contract value: 25 hours per week – choose the hours you want between 9am-5pm!

30 min lunch break

Fixed Term Contract

Number of positions: 45

We have a fantastic opportunity for an **Employer Engagement Co-Ordinator/Relationship Manager** to join our Outbound/Inbound team.

As an Employer Engagement Co-Ordinator/Relationship Manager, you will be tasked to source, identify and engage with employers across the UK and increase the opportunities to deliver FULLY FUNDED training to businesses in order to upskill their staff.

It is imperative the candidate is able to build relationships with employers and promoting through effective sales techniques.

This is a proactive role where your focus will be on identifying training opportunities within organisations to receive our fully funded training support.

You will be responsible for identifying and gaining new clients /accounts across the target region. You will develop relationships with employers to ensure they undertake training.

Key Tasks:

- Source, Identify and engage with employers across the UK for the generation of opportunities to upskill staff.
- Develop leads for the Business development manager to undertake meetings with decision makers to discuss their training and recruitment needs for staff.
- Attend events and venues as appropriate to source business contacts.
- Keep up to date with competitor's strengths and weaknesses, evaluating the market and scoping out new opportunities.
- Report data and forecasts on a regular basis.
- Cross sell other products, seizing all opportunities to offer clients a well-rounded service.

Essential Criteria:

- Experience of working within a Call Centre/ field-based Business Development / B2B role within the training industry.
- An optimistic outlook with a passion for engaging with people
- A tenacious individual that's driven
- Be organised, methodical and self-motivated
- Be an effective communicator across a range of stakeholders and clientele
- Excellent presentation skills.
- Proven experience of working towards and achieving targets.
- Pro-active mentality.

Personal Skills:

- Excellent communication skills
- Presentation, written and verbal.
- Exceptional sales, marketing and networking skills.
- Time management and organisational skills.
- Ability to manage own diary.
- Excellent IT Skills

To apply, email you CV to rakesh@business2businesslimited.com

For more information call 07950 881146