

QA

**JOB
DESCRIPTION**



1. JOB SPECIFICS

Job Title:	DS3 - Senior Account Executive
Reports to:	
Location:	
Department:	Direct Sales - Sales

2. ABOUT THE ROLE

What you'll be doing?	Your primary focus is to develop new and grow existing customer relationships using the sales techniques gained from our in-house training programme to deliver against specific, measurable targets.
Key Responsibilities	<ul style="list-style-type: none"> • Identify and liaise with key stakeholders/decision makers for both new & existing customers by telephone and email in order to maximise sales opportunities • Prospect for new customers whilst maintaining and growing your existing customer base in order to create and close sales opportunities • Input, analyse and interpret all relevant sales management information to prioritise incoming workload and qualify sales opportunities • Prepare quotes and proposals for customers • Use relevant data to fully report on sales activity • Deliver high levels of customer service which result in positive feedback from both internal and external stakeholders • Constantly develop a deeper understanding/knowledge of your product offering and sales techniques
KPIs & SLAs	<ul style="list-style-type: none"> • Generate revenue and/or margin in line with individual/team target • Maintain and grow customer base
Key Working Relationships	Sales, Scheduling, Finance and Delivery teams

3. ABOUT YOU	
Skills & Abilities	<ul style="list-style-type: none"> • Persuasive verbal and written communication style • Ability to plan and prioritise your workload efficiently and effectively in order to achieve targets • Confidently recognise when issues or opportunities arise that require resolution through own initiative or escalation • Ability to work under pressure, whilst multi-tasking effectively • High degree of attention to detail
Your Experience	<ul style="list-style-type: none"> • Track record of achieving sales targets • B2B sales experience dealing with internal or external stakeholders/decision makers by email, telephone and face to face – ideally two years • Working to tight deadlines where high level of accuracy are required • Experience of resolving or offering solutions to queries • Proficient in using IT systems e.g. Client Relationships Management systems • Proficient in Microsoft Office
Your Knowledge	<ul style="list-style-type: none"> • Basic stakeholder management from building initial rapport, to establishing relationships with decision makers who have purchasing authority • Basic knowledge of the sales cycle from initial contact/prospecting to purchasing service offerings • Know what 'good' customer service is and how to deliver it
Your Qualifications	<ul style="list-style-type: none"> • Ideally you will be educated to Degree level or equivalent • Or • Experience in a similar sales role that would reflect degree level qualification
What you'll bring to QA	<ul style="list-style-type: none"> • Personal drive and motivation to achieve • Tenacity and resilience • Positive sociable personality • Good team player • Entrepreneurial spirit • Willing to travel to attend face to face meetings (driving licence with own car would be highly desirable) • Willingness to undertake DBS, BPSS, SC, DV, Disclosure Scotland or similar if required for the role

4. ABOUT QA

About us

We shape the next generation of technologists, leaders and innovators.

By powering potential – the potential of over a quarter of a million learners a year. We empower them to push boundaries and thrive in the workplace.

Why we do learning

For over 30 years, we’ve worked in technology – where the impact of great learning is changing the world.

A bold statement, but hear us out. We are right at the centre of a technological revolution. Devices are not just connecting people, cities and countries – they are connecting to each other, collecting data and using it to learn and make themselves better. Soon we will have cars that can drive themselves, fridges that make sure we never run out of milk and computers that can learn from their own mistakes.

Driving this revolution? People.

And this is where we come in.

People advancing their knowledge in technology – to enrich society – build a new culture – better how we live our lives, and how we work together.

People are learning to use technology to drive phenomenal change. This is our passion – powering their potential.

We promise to be

Bold

- Ambition is great. We set ambitious targets – holding ourselves and others to ever-higher standards.
- We contribute (insightfully) to the debate inside and outside QA.
- We move. Quickly. We respond to your needs – fast.

Collaborative

- We spend time getting to know you – our learners and our customers – to earn your trust.
- We connect a solution to your problem – we have tonnes of different services to help you.
- We’re the positive person who actively gets stuck in to solving problems.

Progressive

- We embrace change – and support it.
- We challenge ourselves to use the latest technologies and methods – no matter how out there.
- We’re curious – about what you do, about what the person next to you does, about our customers and our learners.

What's on offer?

[please adjust according to the specific benefits offered for this position]

Learning is not just a service we provide, it's a way of life at QA, and we try to ensure that everyone has the opportunity to take advantage of our huge and varied range of learning and development options, so everyone is eligible for 3 **Training Days** every year, to focus on subjects they're interested in.

We also know that many people like to "give back" and so we offer 2 paid **Charity Days** each year to support your chosen charity in whatever way you choose. And if you get involved in charity fundraising, QA will also double any sponsorship money raised, up to £250. This is over and above the charitable activities that we encourage through our annual QA fundraising drives – you can get involved with this as much or as little as you like. We see it as a great way to foster team building too.

We all need to take time out to recharge our batteries from time to time and enjoy some down time, so we provide a fairly generous **25 days' holiday** per annum (rising to 28 days after 5 years) – with the option to buy more if you wish.

It's important, too, to plan for the future and ensure we are able to maintain the lifestyle we have worked so hard to achieve, once we retire from the hurly burly and slow down to enjoy our later years, so we offer a defined contribution **pension** plan and will match your contributions up to a maximum of **X%** of your basic salary.

Then there are two of our core benefit offerings, not the most exciting, but we consider it important to ensure everyone has the peace of mind provided by **Life Assurance** (4x your basic salary) and **Permanent Health Insurance** (after a qualifying period) in the event that ill health, or worse, disrupts our plans.

And finally, a few fringe benefits to assist with travel and lifestyle choices:

- Season ticket loan
- Corporate gym membership
- Cycle to work scheme