



We're currently recruiting an experienced **Corporate Account Manager/ Senior Key Account Manager** to join our Customer Success team, a role which will involve managing our largest customers and some of the UK's biggest names in high street pharmacy.

### **What you're looking for?**

A field based role which will see you managing several large corporate customer accounts. You will build, strengthen, manage and evolve the existing relationships, ensuring on-going strong working partnerships, customer success and a deep understanding of each other's businesses, client pain-points and our solutions.

- **Ownership of the Customer Success Outcomes** for your portfolio of accounts: Develop the future lifetime value of customers through additional product adoption, customer satisfaction and other measures used by the business
- **Manage Customer Success Activities** for your accounts across On-boarding, Training, Service delivery, Customer Success Management
- **Develop, maintain and deliver the Customer Success Plan** for each account, working across the business to drive the delivery of the plan for your customers
- **Develop deep Product knowledge, being able** to introduce and demonstrate products features and benefit, providing expert advice and propose compelling solutions which add demonstrable value to your accounts

### **What we're looking for?**

Someone with extensive sales and account management experience within the software solutions or healthcare sector, with a strong track record of managing large key or corporate accounts.

Someone who takes responsibility for and can build long term relationships with existing accounts, happy to address any issues, identify commercial opportunities, grow and enhance revenue and profitability and ensure continuous customer satisfaction and customer success

### **What we're offering you**

You'll be part of our friendly, supportive and focused team. We promote a culture where everyone pulls together; we're really passionate about the solutions we deliver and the impact they have on healthcare services all across the UK.

We're offering a competitive salary with an excellent range of employee benefits - including matched pension, health cash plan and a well-being allowance - plus personal development and opportunities for your career progression longer term.

Our teams enjoy a variety of work-related events as well as regular social activities online, in and out of the office.

### **Other information**

Full time, permanent role.

Home/Field based – regions North or South of England.

£40-45k basic DOE + £10k OTE bonus + £4430 car allowance, plus our excellent benefits package

If this is just the role you've been looking for, please [apply directly](#) on our recruitment portal or email any queries to our recruitment team [here](#), thank you.