

Advert Reference: 175261
Job Title: Key Account Director
Location: Nationwide
Salary: up to £45,000 per year + benefits
End date: 15th August 2018

The Protocol Skills and Training team are delighted to announce a fantastic opportunity for a passionate educator to work for an ambitious Training Provider.

This job, will offer the right candidate a superb opportunity, offering huge amounts of job satisfaction with the ability to enjoy many benefits.

Who are we looking for?

We are looking to recruit the best talent.

You'll need these important qualities:

- Honest and trustworthy
- Flexible and supportive
- Proactive and target driven
- Ability to work to deadlines

The job

You will be expected to:

Support the sales strategy to engage new levy paying clients and confirm the most appropriate training solution, including:

- Identification of new levy paying clients
- Carry out training need analysis / ONA process to identify the best options that meet the client's needs and objectives
- Map current commercial client training into apprenticeship standards up to level 7
- Map apprenticeship standards to relevant training requirements
- Negotiate third party provider pricing, when non-LCG Apprenticeships are identified
- Agree implementation plan and timetable
- Obtain contract and lead on contract negotiations with support of the wider Team

Once contract is obtained you will be ultimately accountable for the successful delivery of the client's apprenticeship scheme or academy and carry out the following:

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- Ensure the delivery is compliant with all current ESFA funding rules and guidance
- Ensure the achievement of the apprenticeship profile including both volume, timing and level of qualifications being delivered
- Be the lead contact between the client and all relevant internal departments and third party providers throughout the delivery of the key account ensuring you are the main point of contact for the employer to channel all queries and issues for a positive resolution
- Work with the operational delivery teams to agree and understand the delivery models that are being used to ensure that these meet and exceed the needs of the employer and their staff
- Ensure the client is kept up to date on any new qualifications/delivery opportunities
- Supported by the Levy Services Team, market and advertise current and new apprenticeship vacancies, to drive recruitment then manage applicant interview process, confirming eligibility and appropriateness for role
- Carry out on-going reviews of the delivery, managing the internal delivery team and, where relevant, third party Providers
- In partnership with the client, identify and promote new and existing apprenticeship opportunities within the business
- Report on MI and performance against targets and objectives to the client at mutually agreed points

Do you qualify?

To be considered for this role, you will need to meet the following criteria:

- Have proven industry experience to the correct standard and ability

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