

Corporate Solutions Manager (Wholesalers)

Location	Hybrid
Salary	Circa £51,000 plus excellent benefits
Contract	Permanent
Hours	Full-time

What we're looking for

We are seeking a dynamic, commercially minded Corporate Solutions Manager with proven experience in B2B sales, ideally within the training, education, or certification sectors. You will be a skilled relationship builder, able to manage a portfolio of enterprise accounts, confidently communicate at all levels, and foster long-term growth with our wholesaler clients. If you are an entrepreneurial thinker with a passion for client engagement and commitment to Certsure's high standards of Technical Integrity, we'd love to hear from you.

About the role

In this key role, you'll lead engagement with our wholesaler customers, positioning NICEIC as their preferred partner. You'll be responsible for driving both new and existing business growth, collaborating with teams across Certsure to provide tailored, customer-centric solutions that align with our commercial and strategic objectives. As a Corporate Solutions Manager, you'll champion our vision and values, manage client relationships, and play a vital role in amplifying NICEIC's proposition in both the core electrical and wider building services sector.

What you'll be doing

Building Relationships: Act as the primary contact for your portfolio of wholesaler accounts, engaging with clients to ensure they experience the full benefits of our products and services.

Strategic Engagement: Develop and implement account plans to foster long-term partnerships, align with clients' needs, and position NICEIC as the partner of choice.

Driving Growth: Develop a database of prospects, actively identifying and converting new business opportunities to expand our reach and revenue.

Leadership: Provide clear leadership, creating a culture of high performance and care within your team, and working collaboratively across Certsure.

Consultative Sales: Use a consultative approach to nurture, convert, and expand business opportunities, accurately forecasting performance and proactively addressing any potential risks.

Data-Driven Strategy: Use data insights and market analysis to target emerging opportunities and strategically expand into new customer segments.

Brand Ambassadorship: Represent NICEIC as a brand ambassador, engaging clients both online and in person to enhance customer relationships and elevate our proposition.

Sales Governance: Ensure adherence to sales governance processes, supporting accurate forecasting and budgeting activities.

Reporting and Insights: Deliver insightful reports on operational and financial performance to senior leadership, providing visibility and supporting decision-making.

Our benefits include, but not limited...

- 25 days' holiday a year (plus bank and public holidays)
- Company car / car allowance
- Employee assistance programme
- Employee discount platform
- Flexible and hybrid working (depending on the role)
- Home Office Allowance and Home Office Equipment Reimbursement budget
- Learning opportunities
- Life assurance
- Loyalty awards
- Pension
- Private medical insurance
- Sickness pay - Depending on your length of service, you could be eligible for our enhanced sick pay which is above the Statutory Sick Pay (SSP) amount.

About us

Certsure provides industry-leading certification schemes and support to the building services sector. These services are delivered through the NICEIC brand.

For almost 70 years, NICEIC has been the UK's largest certification body for electrical businesses with over 40,000 currently certified with us. As the industry leader, we drive the highest standards of competence and safety.

We assess, certify and train electricians, plumbers, renewable energy installers, and gas and heating engineers. To become certified, businesses must demonstrate their compliance with technical standards and industry best-practice through rigorous assessments and continuing professional development.

Trade professionals look to us for certification and technical leadership, and value the credibility our name gives theirs. We provide ongoing advice and support and list their businesses on our online 'Find a trusted NICEIC tradesperson' tool.

We help build public trust in trade professionals – and we never compromise on that trust. We work alongside government and industry to shape policy and drive standards. Many UK businesses, government organisations, local authorities and landlords will only work with NICEIC-certified businesses.

How to apply

If you think this is the job for you, then we'd be delighted to hear from you.

Please send your CV to vacancies@certsure.com.

PLEASE NOTE: As an employer, Certsure does not provide sponsorship as a licenced UK employer.

We are Certsure.
Specialists in certification.

