

Corporate Solutions Manager

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

Are you a driven, commercially focused professional with a passion for building and growing key client relationships? Do you thrive in dynamic environments where your strategic insights and leadership skills make a real impact? If so, we're looking for a **Corporate Solutions Manager** to join our team and drive growth across our Enterprise accounts.

What we're looking for

- Proven track record in B2B account management, with experience driving growth in diverse markets.
- Demonstrates exceptional commercial management skills and an entrepreneurial spirit.
- Has experience managing large enterprise accounts and using CRM tools like Salesforce to track performance and forecast growth.
- Excels in consultative sales approaches and thrives on achieving and exceeding targets.
- Brings leadership experience with the ability to coach, mentor, and inspire high-performing teams.
- Communicates effectively at all levels and fosters a collaborative work environment

About the role

As a **Corporate Solutions Manager**, you'll take ownership of engaging, nurturing, and growing portfolio of key Enterprise accounts. You'll work with a range of stakeholders to deliver tailored solutions that align with client needs and Certsure's commercial goals.

This management role requires leadership that champions your customer needs and works collaboratively across teams to ensure success. .

What you'll be doing

- Proactively building a database of prospects and opportunities for Certsure's products and services.
- Designing and delivering strategic account plans to drive multi-year benefits for both clients and Certsure.
- Identifying and converting new business opportunities to build a strong, predictable revenue pipeline.
- Using a consultative sales approach to nurture and grow both new and existing accounts.
- Collaborating with technical experts to deliver customised client solutions.
- Analysing data and market insights to expand Certsure's reach into core and emerging customer segments.
- Acting as a brand ambassador, effectively engaging clients online and in person to promote NICEIC's proposition.
- Delivering insightful operational and financial reporting to senior leadership.
- Supporting strategic initiatives and ensuring adherence to sales governance processes.

Our benefits include, but not limited...

- 25 days' holiday a year (plus bank and public holidays)
- Company car / car allowance
- Non contractual discretionary bonus up to 10% of annual salary
- Employee assistance programme
- Employee discount platform
- Flexible and hybrid working (depending on the role)
- 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.

Build your career at Certsure and
build confidence in Britain's trades.

