

Commercial Account Executive

Location: Salisbury

Salary: Negotiable depending on experience



We are actively looking for a Commercial Account Executive to join our **Salisbury** A-Plan Team. This is a great opportunity to join **Gregory Lickiss** and his team and become part of our team. A-Plan Commercial have grown rapidly over the last 14 years, and we now have over 200 people within the team across the UK. In this role you will be responsible for building rapport with new and existing clients, which could range from a sole trader, through to an MD/CEO of an organisation and working closely with the **Commercial Manager** to achieve objectives.

About you:

- You will have experience winning new business and building long lasting relationships with B2B clients.
- You must have a passion for developing business through marketing, community engagement, networking, client meetings, just to name a few – the stronger our presence in the market, the more successful you will be.
- You will be tenacious and have a business curiosity, as this will allow you to identify and explore new business opportunities to drive the best possible outcome for our clients
- You are willing to learn, as every day will be different. This is a great opportunity to progress your career as a Commercial Account Executive and become further your professional qualifications.
- You are consultative, have the ability to question effectively and will be an active listener, you will take the time to fully understand client requirements and be able to advise on products and solutions – always identifying opportunities, but more importantly, looking for a 'path to yes'

Rewards:

We believe that great work and dedication should be rewarded, that's why we offer:

- 22 days holiday, increasing to 27 days through service (plus bank holidays)
- Access to a Healthcare Cashplan, which gives you access to 17 different benefits, all paid for by A-Plan
- Excellent training and development schemes with accelerated career progression
- Company funded CII professional qualification
- Cycle to work loan scheme
- Discount on gym membership across the UK – national and local gyms included
- Flexible benefits include critical illness cover, private medical insurance, income protection etc.
- Access to hundreds of Highstreet retailer discounts through the company's reward and recognition platform
- Employee Assistance Programme (EAP) to support employees outside of work
- Employee discount on wide range of insurance products

A-Plan is the perfect place for you to further enhance your career. You'll have every opportunity and be given the support and guidance to progress, work within the local community and reap the rewards that you deserve.

For more details about the Commercial Account Executive opportunity, or to apply, please contact our Commercial Manager directly – gregory.lickiss@aplan.co.uk

aplancareers.co.uk