

KEY ACCOUNT MANAGER

CHELTENHAM

PERMANENT, FULL TIME, FLEXIBLE

At iPipeline, we pride ourselves on our culture. We believe in an enthusiastic atmosphere, encourage innovation, depend on creativity, and strive for success. We value our employees and understand that our continued success as a company relies heavily on the success of every individual. Our employees describe iPipeline offices as fun, energetic, 'can do', professional environments.

We empower our people and provide them with the opportunity to pursue personal growth and career aspirations. We work hard and play hard. We celebrate success.

As the market leader in our industry, we deliver ground-breaking and award-winning technology to the financial services industry. Working at iPipeline allows you to play a huge part in making it easier for our customers to protect and secure the financial futures of consumers' families.

Find out more at www.ipipeline.com/uk/



YOU CAN ENJOY:

- Innovative, inclusive and focused environment
- Flexible working
- Work/life balance
- New, contemporary, open-plan office space
- Company matched pension benefits
- Generous Life and Critical Illness Cover
- Perkbox membership (discounts and freebies)
- Competitive holiday allowance
- Well stocked kitchen of free soft drinks, tea, coffee and fruit
- An annual wellness allowance to keep you happy and healthy

PURPOSE OF THE ROLE:

We are looking for a dynamic individual who can engage, excite, and transform our key clients' protection businesses with our technology solutions. We are looking for someone who is committed to

taking the complex and simplifying business processes to deliver real results, for our customers and most importantly under protected families.

- Responsible for maintaining and growing iPipeline's key partner relationships, responsible for all aspects, including customer success, adoption, new services, and commercial governance
- Accountable for identifying opportunities and responsible for revenue targets
- Collaborate with business leaders across sales, I.T and proposition, to influence internal stakeholders, aligning our technology roadmap with partners strategies
- Working with iPipeline's market leading data, interpreting, and sharing market insight to drive activity and measure results
- Responsible for promoting iPipeline's brand and ethos of growing the market, and demonstrating how this adds value to our partners' businesses
- Attending partners/industry events, workshops, mainstage presentations and panel discussions

REQUIRED SKILLS AND KNOWLEDGE:

PROVEN EXPERIENCE OF MANAGING CLIENT RELATIONSHIPS AND ABLE TO DEMONSTRATE THE FOLLOWING SKILLS:

Prospecting/Discovery

Business Acumen

Social Selling & Storytelling

Active Listening & Objection Handling

Presentation & Negotiation Skills

Technology

Time Management and Planning

Curiosity/ Judgment/ Collaboration

DESIRABLE QUALIFICATIONS AND EXPERIENCE:

- Knowledge of financial services and Distribution channels
- Understanding of financial services software solutions
- Industry qualifications

To apply please email cheltenham.recruitment@ipipeline.com with your CV and covering note (don't forget to include those transferable skills).

For information on how we store applicant information, please see our [Job Application Privacy Policy](#).