



Supporting Solicitors



Account Manager

Job purpose: The Law Society are looking to strengthen the corporate sales team by appointing an experienced Account Manager.

The Account Manager will be expected to take day-to-day responsibility for a number of high value client accounts, providing counsel, as well as driving new business development. The Account Manager will have considerable responsibility with clients up to board level and should have the gravitas and experience to work confidently at this level. The role will cover all product types with initial focus on our “licensing” model

Accountabilities

- Secure and maintain a significant and profitable revenue stream from a loyal, long-term and ever-growing base of high-value clients.
- To meet & exceed all business KPI's (Key Performance Indicators). These include: revenue targets, new business, activity, discount levels, client meetings and client numbers.
- Present the Law Society value proposition flawlessly and qualify new opportunities using methodology provided.
- The drive to aggressively scale the sales pipeline to exceed target
- Own and drive the entire sales cycle from prospecting through to closing deals
- Effectively and skilfully negotiate rate cards and pricing based on the opportunity and company/deal size.
- Contribute to the development of the sales strategy through input of ideas and suggestions to the management team.
- Work closely with various stakeholders to inform the product development pipeline
- Develop market intelligence and customer insight to develop credibility and a competitive advantage.
- Work closely with the wider team to ensure that set-up and onboarding of new clients happens quickly and effectively.
- Travel will be required, as will being the face of the company at regional and national events.
- Develop strong working relationships with stakeholders across the wider organisation to enhance identification of business opportunities.
- Be a client advocate in all dealings with the Law Society



The Law Society

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Knowledge, Skills & Experience

- A proven personal track record of successful selling
- Exemplary leadership, communication and influencing skills
- Strong relationship building skills especially at the 'C' suite level
- Knowledge and experience of working at a senior level within FTSE companies, public and third sector
- Confidence and strength in public speaking and pitching
- A track record of collaboration across an organization
- Knowledge of endorsements, sponsorship and general advertising advantageous
- Developing Role models to support client projects advantageous
- Confident working with CRM systems
- Ability to identify and articulate how customer needs are met

Key Personal Attributes

- A positive and professional attitude, demonstrating the values of the Law Society.
- Strong decision making and accountability
- Entrepreneurial
- Inspirational
- Agile approach to getting things done
- Organized and self-motivated.