

Partner Relationship Manager – covering Central and North England

Location: Based in Alfreton Derbyshire, with regular travel and some overnight stays required

Salary: Competitive, DOE & Bonus

Contract: Full time, Permanent

Benefits: 23 days holiday, Auto enrol pension scheme, Life insurance cover, Profit Related Pay, Employee Assistance Programme, use of pool car, Full Training provided

You've probably not heard of Mobility in Motion, however don't let that put you off, we are part of the ABC Mobility Group and operate in a niche market and while you don't know us now, one day as you inevitably get older you may come to rely on one of the products we produce.

We operate in a growth market and are the market leaders our area of expertise.

What do we do?

We provide products that enable people with mobility issues to be more mobile, enabling them to maintain their independence.

Our products are genuinely liberating and transformative for their users, which is why 94% of our customers would recommend us to their friends.

We are seeking an experienced and highly motivated Partner Relationship Manager to join our team. The primary responsibility of this role is to identify and secure new business opportunities, creating long-term relationships, contributing to the overall growth strategy of the Company.

As our Partner Relationship Manager, you will:

- Work closely with the Head of Business Development in building and executing a clearly defined route to market strategy and segment growth for the Motability Charity, Partners, Charities, Physiotherapists, Occupational Therapists, Live Broadcasts, providing training and events as required to represent the company
- Take ownership of achieving and exceeding performance expectations and targets
- Build positive relationships, grow and develop assigned key accounts and generating and developing new business, taking ownership of account & quarterly review process with the Head of Business Development, designing and implementing strategic sales plans to meet and exceed revenue targets.
- Provide weekly/monthly sales performance reports, forecasts, and market insights
- Approach potential new customers to establish and develop relationships
- Market research, staying informed about industry trends, competitor offerings, and emerging opportunities
- Identify and implement continuous improvement opportunities, always sharing best practice within the team
- Demonstrate full knowledge of all products and services on offer, ensuring that the highest level of Customer Service is delivered to all customers, all the time
- Attend shows and exhibitions, group development meetings, and successfully follow up on leads
- Regular travel and some over-night stays are required for this role

In order to be successful in this role you must have:-

- Substantial experience in a similar role
- Demonstrable interpersonal skills and confidence to develop strong working relationships
- Proven ability to manage and analyse large amounts of data, and identify BD opportunities within it
- Excellent interpersonal and communication skills (written, spoken and presentational)
- A mature, consultative approach and be able to confidently guide and advise our customers and partners
- Strategic thinking skills and an entrepreneurial spirit with a passion for inspiring and persuading others

- Confident and effective presentation skills
- Strong leadership skills with a collaborative approach
- Excellent range of IT skills

This is a great opportunity for someone with ambition, enthusiasm, and a genuine desire to succeed whilst working in an extremely rewarding industry within a caring business!

If you feel you have the necessary skills and experience to be successful in this role click on “APPLY” today, forwarding an up to date copy of your CV for consideration in the first instance.

No agencies please.

Screening Questions: (To be displayed to candidates when they click on “APPLY”)

Do you have substantial experience in a similar role?

Do you have a full, clean driving licence?

Have you produced weekly/monthly sales performance reports, forecasts, and market insights?

Are you eligible to live and work in the UK with fluent English language skills?