



## **Job Description: Education Account Manager**

### **About Enjoy Education -**

Enjoy Education is a premium provider of bespoke educational services, specialising in delivering unparalleled, customised learning experiences to HNW families around the globe. With a commitment to excellence and a passion for fostering educational achievements, we pride ourselves on our team of expert educators and consultants who uphold our values of integrity, personalisation, and success.

### **Position Overview -**

We are seeking a highly motivated and experienced Education Account Manager to join our dynamic team. This pivotal role involves taking the lead on sales initiatives, converting potential enquiries into loyal clients, and managing client relationships with the utmost professionalism and care. The ideal candidate will possess a deep understanding of the educational sector, outstanding communication skills, and a proven track record of sales success and premium client management.

### **Key Responsibilities -**

**Sales and Conversion Leadership:** Take the initiative in sales strategies and activities to attract potential HNW clients. Efficiently manage the entire sales cycle from lead generation to conversion, ensuring a high conversion rate through personalised consultation and engagement strategies.

**Client Relationship Management:** Serve as the primary point of contact for HNW clients, providing first-class service that exceeds expectations. Build and maintain strong, long-lasting client relationships, ensuring all educational needs are met and surpassed.

**Educational Consultancy:** Offer expert advice and personalised educational plans that align with each student's unique needs and goals. Stay abreast of the latest trends and developments in the education sector to provide clients with innovative and effective educational solutions.

**Collaboration and Reporting:** Work closely with the educational team to ensure that student goals are achieved. Regularly report on sales activities and client management outcomes, contributing to the continuous improvement of our services and strategies.

# Enjoy *Education*

## **Requirements -**

A minimum of 5 years of experience in a sales role, preferably within the education sector or serving HNW clients.

Demonstrated success in sales and client management, with a strong track record of meeting or exceeding targets.

Exceptional interpersonal and communication skills, with the ability to engage and inspire trust in HNW clients.

In-depth knowledge of the educational landscape and a passion for educational excellence.

Strong organisational skills, with the ability to manage multiple accounts and priorities effectively.

Flexibility to travel as required to meet clients and attend relevant events.

## **What We Offer -**

A competitive salary and performance-based bonuses.

A dynamic, supportive, and collaborative work environment.

Opportunities for professional development and growth within the company.

The chance to make a significant impact on the educational journeys of our families.

## **Application Process -**

Interested candidates are invited to submit a CV and a cover letter detailing their interest in the role and their relevant experience to [libby@enjoyeducation.co.uk](mailto:libby@enjoyeducation.co.uk) Only shortlisted candidates will be contacted for interviews.