



Senior Client Manager – Job Description

Wallacespace provides bright, innovative spaces for offsite meetings, training, workshops and events. Delighting our clients with our can-do attitude and proactive approach is what we do and everyone who works with us shares this objective.

We are looking for a dynamic and highly motivated Senior Client Manager to work across our beautiful central London venues and nurture, identify and build new client relationships.

What you will bring to thrive in this role

A self-starter, proactive and highly organised, you will be responding to new and returning enquiries and rigorously following the wallacespace contact strategy to develop your client portfolio.

A natural communicator, you will love talking to a wide range of internal and external stakeholders whether they be clients, prospects, key contacts, your team or your managers, bringing an abundance of energy, resourcefulness and strong collaboration skills.

You will use your proven business development and account management experience to seek out new opportunities and bring in more clients from a wide range of sectors to bolster our commercial success and our reputation as a leader in corporate venues and events.

You will enjoy the challenge we set you to grow your portfolio against agreed and achievable revenue targets and set KPIs, for which we will provide tangible rewards.

Key skills we are looking for

- Demonstrable experience in identifying and developing new business opportunities
- Proven experience of sustained account growth
- Strong customer focus for a client centric environment
- Driven for personal and professional learning and development
- Outstanding interpersonal skills
- Previous experience using CRM software

What we offer you

As well as a competitive salary of 33K - 35K (depending on experience), the benefits we offer include...

The benefits of a career @ wallacespace

 bonus scheme	 WeCare support: a free 24/7 online GP, counselling & more	 free breakfast, lunch & drinks	 bike loans	 travel loans	 life assurance	 induction week followed by internal + external training
 monthly team tombola with great prizes	 regular social events	 a culture of listening to & valuing team feedback	 company pension scheme	 talks & guest speakers	 access to a personal development fund	 25 days holiday a year + bank holidays + an extra day off for your birthday!