**Client Director**

**About Us**

At Ingentive, we believe every teammate is a representative of our business and its values. As a leading Microsoft Elite Partner, we are passionate on delivering innovative Microsoft solutions that improve the way that people work. The advancements in the Microsoft Power Platform products allow us to help our clients advance at a rate previously unheard of. We use our technical knowledge, passion for our clients and strong proven methodologies to make sure we can always deliver the best results.

We work with a varied range of clients and partners to bring leading-edge solutions to organisations delivering optimal return on investment. To us every client problem is heard and understood by our entire team, and that is how we deliver tailored solutions with true passion and consideration. Our success is due to our amazing teammates working across the organisation, bringing continual improvement and innovation to everything they do. and accelerate towards self-sufficiency. We do this by providing client-side incubation support with ready-made out-of-the box capability supported by smart, execution-focussed practitioners.

**The Role**

As a Client Director for Ingentive, you are responsible for leading the sales strategy for our clients, fostering long term relationships, driving sales growth and ensuring the achievement of sales targets. This role involves identifying growth opportunities, developing tailored sales approaches and working collaboratively across departments to meet client needs.

You will be an expert in consultative sales to recommend solutions to our clients and potential clients based on their bespoke needs, you will be passionate about selling Microsoft solutions and are eager to join a dynamic team.

**Essential Expertise:**

* Bachelor’s degree in Business, Marketing related field, or equivalent experience
* Strong background of sales experience in Microsoft solutions with a focus on managing key accounts and Client relationships
* Strong Microsoft stack understanding, competency and qualifications
* Proven expertise in technical consulting
* Ability to lead and mentor other members of the sales team
* Strong negotiation and problem-solving abilities
* Excellent communication and interpersonal skills
* Ability to analyse client needs to craft tailored solutions
* Client focussed and results orientated
* High emotional intelligence and relationship building ability
* Self-motivated with the ability to work independently and as part of a team
* Ability to prioritise tasks and manage time effectively
* Experience with CRM tools and sales automation platforms

**Desirable Expertise:**

* Microsoft certifications

Responsibilities:

On a daily basis your varied role will include, but will not be limited to:

* Serve as the primary point of contact for key clients, ensuring consistent communication and understand their business needs
* Build and maintain strong, long-term relationships with clients
* Manage client expectations, address issues and ensure timely delivery of products of services
* Identify growth opportunities within existing accounts, upselling and cross selling Ingentives services and offerings.
* Collaborate with SDRs and BDMs to close deals, negotiate contracts and provide strategic sales direction.
* Work closely with internal terms (marketing and delivery) to ensure a seamless client experience
* Constantly learning about all Ingentives offerings through closely liaising with our internal teams to sell these to our clients
* Drive collaborative efforts to develop client proposals, presentations and workshops.
* Monitor client satisfaction and address concerns proactively to ensure long- term retention

**Teammates’ benefits:**

* Competitive salary: £80,000 Basic, £80,000 OTE
* Bonus Schemes
* Life Assurance
* Private medical cover
* Group income protection
* Great Company Pension
* Enhanced Sick Pay
* Enhanced Family Leave Pay
* Volunteering Leave
* Teammate recognition scheme
* Loyalty award scheme
* 24/7 access to EAP including Wisdom AI app
* Access to Bright Exchange Online marketplace
* Remote working with the option to work from our Central London Office

**Successful applicants must have the right to work in the UK and a basic DBS check is required for this position. Ingentive are committed to equality of opportunity, diversity and inclusion.**

**We welcome applications from all suitably qualified candidates. As part of our commitment to diversity and inclusion, we will provide reasonable adjustments during the recruitment process to ensure equal access to applicants with disabilities. Please contact us about your needs so that we can discuss these with you to make sure that suitable adjustments are made, where possible.**