

**Job Title:** Account Manager/ Account Director (Full Time Position based near Hertford)



### **About Blue Hat Teambuilding**

Blue Hat Teambuilding is a multi-award winning team development organisation which delivers engaging live events with an emphasis on learning and performance related outcomes. It is widely accepted as the leading such company in the industry. Blue Hat's extensive portfolio of in house activities ranges from 10 minute energisers to full day interactive events, including a wide range of options for both indoor and outdoor events. Blue Hat stands apart from similar organisations because of its ability to design and deliver engaging experiences that more closely support its clients' developmental objectives. These help its clients' teams and their people to work more closely together to increase productivity and profitability.

### **Key Objective**

Generate and develop long term business relationships with key clients. This will be both on the phone and face to face. You will use your sales skills and the Blue Hat Teambuilding brand to establish new avenues of sales opportunities. The job will be full-time and based at the Bramfield office. The role will report to the Commercial Director and the new appointee will take up post as soon as possible.

### **Role Responsibilities**

The duties of the role are likely to include, but are not limited to:

- Service new and existing accounts by providing the right event solutions
- Maintaining the highest levels of service to both internal and external customers
- Managing proposal responses, event solution generation and creative ideas
- Assisting with marketing campaigns
- Database management
- Assist in developing new and exciting methods of communication with clients
- Contribute to a pro-active and modern approach to account development
- Manage recording and administration of all sales procedures

### **Ideally you will have;**

- Excellent attention to detail
- An enjoyment for hitting targets and get a buzz from selling
- Natural sales flair and persuasive nature
- A passionate approach to work
- The ability to work quickly and accurately
- Creative thinking and a fast learner
- Flexibility to changing working demands
- The ability to work to tight deadlines

### **We would like to hear from you if you are someone who;**

- Is able to deliver high levels of customer service
- Is driven to succeed
- Has high levels of integrity
- Has a can-do attitude
- Will go the extra mile and make things happen
- Wants to be part of a vibrant team in a fun place to work

### **Package**

The salary package includes a basic salary, a commission on sales made, pension and participation in the company profit share scheme. OTE will deliver £45k-£60k+ annual salary. Exact details are available on application.

### **How to apply**

Applications should be submitted to Katie Darcy [event.team@bluehat-teambuilding.co.uk](mailto:event.team@bluehat-teambuilding.co.uk) attaching a CV and a covering letter highlighting relevant experience and background.

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**Over 1 million people in over 50 countries have experienced a Blue Hat Teambuilding event**