

Role Title

Growth Executive

Reports To

Head of Growth

The Opportunity

As a Growth Executive, you will be supporting the organisation's effort to maximise market penetration, growth and profitability through growing and developing our customer footprint. You will take a leading role in guiding and advising prospective customers on the extensive capability across the Interact and Apex learning brands in order to help them solve real strategic problems and challenges.

You will own the full customer growth lifecycle, leveraging our in-house growth & social selling methodology, REA (Research, Engage, Activate), taking a tailored and consultative approach and ensuring the process is both dynamic and engaging for the customer. This is a brand new role, partnering with the Head of Growth and Practice Directors.

Your Responsibilities

- Supporting prospects – You will need to become a trusted advisor to all stakeholders within a prospective customer organisation, across a range of levels from C-suite executive to manager. You will need to be able to build trust & rapport, and coach them through a diverse range of challenges.
- Subject-matter expertise – You will need to be both confident and competent in supporting prospective customers on a range of learning & development themes, products and modules. You will need to be able to translate complex ideas into clear and understandable solutions.
- Communication – You will need to be very comfortable communicating across a wide range of media and at different levels of an organisation. This will include email communication, social media & marketing, phone & video calls, meetings and presentations. You will be able to adapt and flex your communication style to your audience, be an active listener and be confident communicating your ideas through conversation.
- Growth Process & Administration – You will have a strong attention to detail throughout the Growth process, from the initial research phase through to engagement & activation. You will need to immerse yourself in data and insights using our technology platforms and ensure you are maintaining your customer pipeline through our CRM system.
- Collaboration – You will need to work closely with the Head of Growth, other Growth Executives and Practice Directors across the Interact & Apex brands. You will also need to develop strong working relationships across the wider organisation with Product, Marketing & Design functions.

What you will need to bring

- You will have at least 2 years experience in a Growth/Sales role in a B2B environment, ideally gained within an L&D/Human Capital context
- You will demonstrate pro-activity, creativity, curiosity and commerciality
- You will be a natural storyteller, who thrives on creating compelling customer experiences
- You will need strong data & research skills, alongside being comfortable operating in a technology-led environment
- You will be a dedicated self-developer, with a thirst for learning and challenging the status quo.
- Most of all, you will be looking for a challenge and an opportunity to make a genuine difference! Our environment is dynamic & ambitious, and we encourage people to take responsibility and accountability for both their own, and the organisation's, success!

What you will get in return

- A competitive salary & commission package
- 25 days annual leave
- Pension
- Ability to work remotely or from one of our offices in London, Falkirk or Plymouth
- Self-development, through internal programmes and external partners
- A unique opportunity to be part of a scale-up business looking to make a genuine difference in the learning world!

Who we are

Interact Training Group (<https://www.interacttraininggroup.io>) was created in 2019 through private equity investment to harness the experience of two firmly established & innovative learning brands – Interact (www.interact.eu.com) and Apex (www.apextraining.com)

We are not just another corporate training company.

We are a digital-first organisation, offering empowering blended learning experiences that combine the latest in thought leadership with immersive learning technologies to create inspiring virtual or face-to-face learning events, all supported by our ground-breaking Learning Journey App and unparalleled online learning content designed to suit your business context.

We are very much on a journey of scale and growth, with a genuine purpose to make digital learning human and make the ordinary, extraordinary!