

Our client, a well-regarded legal education body in Sydney's CBD, is currently looking for a Relationship Manager for their Professional Education Business Unit. The department is responsible for developing and delivering all programs for practising lawyers throughout their career, enabling practitioners to develop professionally within specialist practice areas.

The role:

- Developing a list of prospective leads and establishing a preferred client list to market business opportunities;
- Developing and maintaining relationships with existing and new clients through regular client interactions and other marketing activity;
- Developing and executing strategic plans;
- Sales and client service metrics and responsible for driving productivity, effectiveness and customer satisfaction;
- Maintaining & implementing account planning disciplines and rigor to build sales and existing productivity and effectiveness;
- Managing relationships with internal and external stakeholders;
- Co-ordinating promotional events to market products and subject matter expert presenters.

Your background:

- Minimum of 5 years' experience of working in a law firm;
- You have a good network and excellent, highly effective relationship building/relationship and stakeholder management skills and experience;
- A tertiary qualification in law and / or education;
- Proven track record of client relationship management, sales and business development;
- Experience negotiating contracts and engaging in training consultancy;
- Successful record of optimisation and growth of client accounts;
- Strong written and verbal communication skills;
- High attention to detail with strong analytical orientation;
- Strong project management and organizational skills.

\$100K - \$110K package