

ACCOUNT MANAGER – ARMED FORCES ENGAGEMENT PROGRAMMES

The Role

The primary tasks of the Mission Motorsport Account Manager are:

- to promote good Armed Forces Covenant behaviours with employers in the automotive sector
- to enable and support members of the Armed Forces community, including service leavers, veterans, reservists, military spouses/partners and wounded, injured and sick candidates into work in order that they become exemplars for others to follow.

The Account Manager is to immerse himself/herself with employers in the automotive industry (the 'clients' of Mission Automotive).

- to develop relationships across an organisation
- to understand the areas of need and the mapping of job specifications
- to harness Mission Motorsport and other relevant organisations to support all Armed Forces engagement activity

JOB SUMMARY AND PERSON SPECIFICATION

Job Title: Account Manager

Reports to: CEO - Mission Motorsport

Based at: Home based with regular travel

Salary: £27,000 - £29,000

<p>JOB PURPOSE</p> <p>To source, develop and manage a portfolio of potential Mission Automotive partners To deliver Mission Automotive services to partners To act as the Subject Matter Expert lead on all Armed Forces Engagement matters to the automotive industry</p>
<p>KEY RESPONSIBILITIES</p> <p>Maintain good relationships with employers in order to maximise the value of those relationships. Identify key contacts at potential employer companies to establish and foster partnerships. Participate in one-on-one meetings with employers to explain services which can be offered. Understand the problems and challenges of employers in relation to armed forces engagement, and identify & deliver solutions that assist the employers' business needs Provide excellent service delivery:</p> <ul style="list-style-type: none"> • Work with employers to determine future skill requirements. • Ensure accurate and timely recording of employer armed forces engagement activity and beneficiary activity. • Resolve any complaints in a prompt and professional manner.

KEY ROLE CHARACTERISTICS

The proven ability to build relationships, and sell people and ideas within a business context
A confident communicator able to articulate and deliver concise and compelling briefs at all levels up to C-Suite
An understanding of UK Armed Forces and the nature of the former and serving military community personnel
Exceptional organisational skills
Motivated self-starter with a commitment to duty of care and the ability to work co-operatively within an integrated team dedicated to achieving successful outcomes for beneficiaries.
Some experience of initiating and managing high level and external relationships.
Proven ability to deliver outcomes against demanding schedules.

Desirable Knowledge, Skills & Experience

Knowledge of the renewable energy sector
Experience of working with employers in the placement of candidates facing barriers to employment.
An empathy with and an understanding of Armed Forces personnel, veterans and their employability in particular wounded, injured & sick (WIS) personnel.

Key Competencies & Behaviours

Demonstrate the ability to build rapport quickly and to understand needs, wants and expectations.
Displays a positive, empathetic, patient, polite and friendly manner
Manage challenging situations in a calm and appropriate manner
Displays the highest levels of integrity, confidentiality, and commitment
Responds quickly to changing demands and demonstrates strong skills in prioritisation and time management
Works within a range of environments and working cultures, adapting personal style accordingly
Leads and drives work forwards with minimal direction
Analyses information quickly and communicates in a concise and articulate manner

Objectives

(May be similar to responsibilities but try and give some quantitative or qualitative element)

1.	Promote and encourage good Armed Forces Covenant behaviours
2.	Enable and support members of the Armed Forces community into work in order that they become exemplars for others to follow.
3.	Encourage and support partners/members to sign Armed Forces Covenant
4.	Encourage and support partners/members to join ERS Award scheme
5.	