

Senior Enterprise Account Executive

About the Corporate Governance Institute

The Corporate Governance Institute is a global leader in online corporate governance education and certification.

The company has had global aspirations from the start and today we serve customers in over 80 countries and employ people from a variety of international and cultural backgrounds. Our growth has significantly increased year over year, and we are looking to continue with that ambition and scale.

We're not just a business; we're a passionate team aspiring to make a significant impact in a €60 billion + market. Backed by leading industry practitioners, governance experts and a very experienced senior leadership team we are ready to accelerate our growth further and faster to make the most of the market opportunity.

We have an exciting opportunity for a Senior Enterprise Account Sales Executive to join our team.

About the Role

The Senior Enterprise Account Executive will play a critical role in expanding The Corporate Governance Institute's presence within key markets, focusing on the acquisition of new enterprise clients. In this role, you'll be instrumental in building relationships with board and senior decision-makers at leadership level, company secretaries, learning and development managers, risk / compliance officers educating them on the importance of governance excellence, and positioning our courses and advisory services as essential tools for achieving organisational success.

With a primary focus on Ireland, UK, Europe, MENA and EMEA regions, you'll work closely with cross-functional teams, leveraging your deep sales expertise to grow our influence and drive impactful partnerships. This position offers a unique opportunity to shape the growth trajectory of a purpose-driven organisation at the forefront of governance education.

There is an opportunity to grow and develop as a sales leader and to expand and develop the team in Enterprise sales.

Key Responsibilities

- Deliver agreed annual and quarterly revenue targets.
- Land and expand medium to large enterprise accounts across our core regions in the UK, Ireland, Europe and MENA
- Work closely with the B2C Sales team to identify and convert potential enterprise opportunities through an agreed lead-handover process.

- Develop and execute a growth and expansion plan, targeting key industries and personas with the Marketing and Business Development teams.
- Use consultative and solution-selling methodologies to generate new business, diagnose client needs and communicate our value proposition.
- Manage senior key stakeholder relationships and build trusted connections with key decision-makers, supported by executive sponsorship.
- Lead negotiations and secure mutually beneficial agreements with legal and finance support.
- Plan and achieve sales targets using Territory, Account, and Close/Win Planning.
- Maintain accurate weekly sales updates and address obstacles proactively.
- Ensure successful cross-team collaboration by participating in team discussions to ensure strategic alignment and successful outcomes.

Desired Experience and Skills

- Minimum of 3+ years in a similar role, with a demonstrated history of meeting high-value targets and managing complex sales with multiple decision-makers in enterprise-level accounts.
- Relevant industry experience preferred, ideally selling education solutions at Board and Executive level, learning and development leaders etc in medium to large enterprise accounts.
- The role will focus approximately 80% on new-business acquisition and 20% on expanding existing accounts.
- Proven ability to build senior relationships, generate enterprise pipelines and close deals in relevant markets.”
- Familiarity with advanced sales methodologies and forecasting accuracy.
- Demonstrated proficiency with CRM and outbound sales tools, ideally including HubSpot and Apollo.

About You

- Experience in operating within fast-paced environments.
- Ability to work at Board and C suite level in discussing and developing governance solutions
- Diagnostic / consulting skills to understand the governance maturity of the client and the potential development paths for their learners as part of our product proposition development
- Ability to work with our consulting network in supporting our clients.
- Passionate, positive, resilient, and solution-oriented, with a proactive learning mindset and strong collaborative skills across departments.



- Practical, adaptable and willing to take ownership in a fast-growing organisation.
- Effective time management, a disciplined work ethic, and strong self-motivation to thrive in remote work settings.
- Excellent proposal development skills

What We Offer You

- **Competitive Salary** – A competitive salary package complemented by a commission structure and performance-based incentives.
- **Growth Opportunities** – We provide multiple avenues for personal and professional development, encouraging you to learn and evolve in your career journey.
- **Annual Leave** – 25 days' annual leave, plus paid sick leave.
- **High-Growth, Global Ambitions** – The chance to be part of a rapidly growing company with global ambitions.
- **Dynamic Team** – A vibrant, dynamic team with a strong performance culture.
- **Regular Compensation Reviews** – We reward great work!
- **Flexible Work Options** – Remote or hybrid working - work from home or in-office, according to your preference. Note that our preference is that candidates should be legally eligible to work in the UK or Ireland.

Join Us

If you would like to learn more about this opportunity, please complete the short application form at this [link](#).

TCGI is an equal opportunities employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We strongly encourage candidates from all backgrounds and experiences to apply. We value diversity and believe that a diverse team leads to better creativity and innovation.

Join our dedicated team and play a pivotal role in shaping the future through education.

[APPLY FOR THIS POSITION NOW.](#)