

Client Account Manager

Role summary

Earning Potential: £30,000 basic with uncapped OTE of £80,000+

Starting: ASAP

Reporting to: Head of Business Development & CRM

Working Hours: Full-time with flexibility to accommodate client time zones

Location: Flexible – UK based or international can be reviewed for the right candidate.

About Us: Hedley Studios

At Hedley Studios we create beautifully engineered, officially licensed scale recreations of some of the world's most iconic classic cars. Our craftsmanship, prestigious brand partnerships, and global reputation place us at the intersection of luxury, automotive heritage, and design excellence.

About the role

We are seeking a driven, highly focused sales professional to lead our global growth. This is a high-impact role suited to a commercially astute, self-motivated individual who thrives in a premium environment and operates with confidence across international markets, including the Middle East and Asia.

Our clients are among the world's most discerning, and expectations are uncompromising. You will bring confidence, presence, and sharp commercial instinct—building and sustaining relationships with ultra-high-net-worth individuals through credibility, discretion, and exceptional service. You will represent both the product and the brand with conviction, positioning us at the forefront of a global luxury market, while maintaining disciplined use of CRM systems and data to track activity and drive exceptional performance.

The day-to-day responsibilities

- Define and manage a sales pipeline of private clients and dealer partners, ensuring consistency and attention to detail at every interaction.
- Respond to and nurture inbound sales enquiries by telephone, email and SMS/WhatsApp to establish requirements and build rapport with potential clients.
- Maintain accurate CRM client profiles and sales activity data.
- Build and maintain ongoing relationships with our dealer partners to maximise referral opportunities.
- Research and qualify potential prospects to drive new sales opportunities.
- Attend client facing sales events to generate and own new sales opportunities (both national and international)
- Own and lead client test drive events at our HQ at Bicester Heritage
- Support end to end client relationship journey (upselling, logistics + shipping, after sales as examples).

About you

HEDLEY LABS LTD

BICESTER HERITAGE, 142 THE COMMAND WORKS, BICESTER OX27 8FY

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020 7112 9056

COMPANY NUMBER 17069733

- A minimum of 2 years' experience in a fast-paced, results-driven sales environment with a proven record of meeting or exceeding targets
- Automotive and / or luxury experience desirable
- Exceptional communication skills. Confident, persuasive, and articulate in both written and spoken English, additional languages desirable
- Process driven and confident using CRM tools to maximise sales and data driven insight.
- Self-starter and comfortable operating autonomously in a flexible, unstructured environment, taking initiative and ownership of results.
- Professional, polished, well-presented, and capable of representing a premium brand to high-net-worth individuals and global partners.
- Adaptable and proactive with a flexible, can-do attitude suited to a dynamic start-up environment.
- Full UK driving licence desirable; able to travel internationally for client events and HQ based activities as required.
- Passionate about identifying new sales opportunities while cultivating and maintaining longterm client relationships across international markets.

Why Hedley Studios?

We're an inclusive, expert, and friendly team with the energy of a startup and the passion of true enthusiasts. Committed to equality, diversity, and inclusion, we aim to attract exceptional talent from the widest possible pool. We're driven to create extraordinary vehicles — and enjoy the journey along the way.

What We Offer

Purpose & Opportunity

- The opportunity to be a significant part of a small British manufacturing start-up
- The chance to work with some of the best car brands in the world
- A workplace where teamwork and leadership are visible in action, with real opportunities to learn, grow, and develop
- A high-performance environment designed to support your personal and professional development

Reward & Ownership

- A competitive remuneration package
- A bonus scheme
- Share options

Health, Wellbeing & Financial Security

- Private healthcare including optical, dental, and hearing cover through Vitality Health, along with associated lifestyle perks
- A modern workplace pension with Thrive + Smart Pension, offering an easy-to-use app to track your savings, manage contributions, access financial education and 1–2–1 sessions with a financial coach, all while Smart Pension manages investment and administration

Work–Life Balance & Flexibility

- A family-friendly employer offering enhanced maternity and paternity leave
- Flexible working patterns and hybrid working options where practical
- Additional annual leave, accruing one extra day per year of service up to a maximum of 30 days

Location & Environment

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- Free on-site parking at the historic Bicester Heritage site, home to our HQ – a unique and inspiring location for any car enthusiast

How do I apply?

We'd love to hear from you. Please send a covering note (max 400 words) explaining why you're the right fit for this role, along with your CV, to careers@hedleystudios.com

We're looking for more than a CV—tell us what makes you stand out and what you'd bring to Hedley Studios. Think of it as your personal highlights reel.

If you do not hear from us within one month of the closing date, please assume your application has been unsuccessful on this occasion. We may, however, retain your details securely and contact you in future should a suitable opportunity arise that matches your skills and experience, in line with our data protection policy. If you would like your application removed from our records, please email data@hedleystudios.com

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What We Offer*Purpose & Opportunity*

- The opportunity to be a significant part of a small British manufacturing start-up
- The opportunity to work directly with some of the most iconic and prestigious automotive brands in the world
- A workplace where teamwork and leadership are visible in action, with real opportunities to learn, grow, and develop
- A high-performance environment designed to support your personal and professional development

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