

Client Partner – Learning Solutions (APAC)

Description

We're looking for a Client Partner – Learning Solutions with 6–10 years of experience in consultative B2B engagements, preferably within the EdTech space. Experience in LMS platforms, microlearning solutions, or custom e-learning content is highly desirable. This is an individual contributor role based in Bangalore, with travel across APAC as required.

This role blends consultative engagement, targeted outreach, and client advisory, including cold prospecting into high-priority accounts. You'll be supported by dedicated Demand Generation and Marketing teams, while you focus on building relationships, understanding learning needs, and co-creating impactful solutions with client stakeholders.

Responsibilities

- Identify and engage prospective clients across APAC through a mix of inbound leads, outbound campaigns, and cold outreach.
- Lead discovery conversations, product walkthroughs, and capability discussions with HR, L&D, and business leaders.
- Design tailored learning proposals and advisory recommendations that solve specific client needs.
- Partner with Marketing and Demand Generation teams to refine messaging and improve lead conversion.
- Maintain a strong, updated opportunity pipeline using CRM tools.
- Stay informed about trends in digital learning, capability development, and regional L&D practices across APAC.

Qualifications

- Strong consultative approach – asks thoughtful questions, listens actively, and builds credible learning solutions.
- Experience working with clients in the APAC region is a strong advantage.
- Excellent communication – both written and verbal.
- Confident presenter with the ability to engage senior stakeholders.
- Self-driven and entrepreneurial, with the ability to manage both prospecting and long-term relationships.
- Highly organized, detail-oriented, and persistent in pipeline and relationship management.
- Passionate about continuous learning and delivering client outcomes

Job Benefits

Engagement Model & Support

- Engagements range from ₹1 lakh to ₹50 lakhs (or regional currency equivalents)
- Supported by dedicated Demand Generation and Marketing functions
Includes targeted cold outreach into key accounts across APAC
- High autonomy to shape your outreach, messaging, and client strategy

Hiring organization

ansrsource

Employment Type

Full-time

Job Location

Bangalore

Date posted

August 26, 2025

Career Growth & Culture

- Performance-based growth into leadership or domain-specialist roles
- Opportunities to explore cross-functional learning aligned with your interests
- Culture of ownership, experimentation, and continuous improve

Compensation & Benefits

- ₹15 LPA fixed
- Uncapped incentives tied to transparent goals
- Travel and client engagement expenses covered
- Flexible and collaborative work environment

Equal opportunity statement

ansrsource provides equal employment opportunities to all team members and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, caste, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

We respect and support diverse cultures, backgrounds, talents, and perspectives. We believe embracing diversity and creating an inclusive environment will help us grow and succeed as an organization and better serve learners, who are the ultimate audience for all we create.