

Sales Manager

- Cardiff
- Office based during training & probation (6 months) with potential for Hybrid working afterwards.
- Permanent, Full Time
- Monday-Friday, 37.5 hours per week
- £40,000 - £50,000 per Annum, Depending on Experience, + Bonus (OTE up to £60,000 per Annum)
- Comprehensive Benefits Package

The Company:

A global B2B service provider; experts in their field and committed to continuous growth and development.

The Role:

The Sales Manager is a newly created role within the business, evolving from growth and success. Reporting to the Sales Director and with full management responsibility for a team of Business Development Executives, this is a dual-purpose role combining sales and leadership. Leading from within and by example, the Sales Manager will inspire and motivate a small and dynamic team of Business Development Executives, whilst achieving their own sales targets.

Responsibilities:

- Lead by example by managing your own client base; prospecting for new business opportunities through cold calling, networking and utilisation of existing CRM data, to achieve set activity KPIs and sales targets.
- Manage all aspects of the sales cycle including prospecting, qualification, evaluation, contract negotiations and close.
- Ensure that all stages of the sales cycle are undertaken effectively and concurrently to achieve the required results.
- Ensure that both personal and team revenue targets are met and exceeded.
- Coach, support and train your team in sales methodologies.
- Work with your team to identify new strategic opportunities and develop targeted sales pitches.
- Forecast, manage and update pipeline activities.
- Identify areas of improvement in the sales team.
- Implement operational metrics and KPIs that measure and improve the effectiveness of sales programs, tactics, and strategy.
- Track and communicate weekly goals to drive consistent performance.
- Conduct weekly progress pipeline meetings and provide day-to-day mentoring, coaching & professional development to the sales team, including weekly 1:1 meetings, shadow sessions, supporting sales reps to close difficult deals.

Skills, Experience & Qualifications:

- 5+ years B2B sales experience within a professional services environment.
- 2+ years demonstrable experience of leading a small team, from within and by example.
- A self-starter who can effectively work within a strong team culture while being independent in managing their own business.
- An inspiring Team Leader, able to motivate, mentor and manage.
- Ability to manage end to end sales cycle, from prospecting through to contract negotiation and contract close.
- Understanding of cross sell and up sell techniques.
- Excellent presentation and communication skills, written and verbal.
- Competent with business IT applications.
- Ability to work in a dynamic team environment, collaborating with multiple departments.

Aspire Recruitment Services Limited is acting as an Employment Agency in respect to this vacancy.