

Vacancy: Sales Team Leader

Department: NST

Summary

We are expanding our current team of Business Development Executives to include a team leader, creating an exciting new opportunity to enable the team to become even more successful while contributing significantly to our department's business plan.

As Sales Team Leader you will lead the Business Development Executives on a daily basis, in line with KPI's and daily targets. A key part of your role will be hands on, carrying out new business sales activity yourself, managing a portfolio of accounts and contacting lapsed and downtrading customers.

You will have a proven history of achievement within a similar new business sales environment and the ability to lead and coach people to ensure maximum success across the team. Running a motivational but well-disciplined sales team you will continuously look for opportunities to coach your team and work with each member to develop their capabilities further.

Key Responsibilities

- Coach team members on the best ways to carry out their duties by transferring expert knowledge to them to boost their new business skills.
- Provide support and direction to the BDE's relating to team performance and development
- Working closely with other team leaders and managers across the department
- Develop a suite of reports that demonstrate KPI's are being exceeded on key targets
- Disciplined use of our Salesforce system, communication and customer management

Person Specification

- Proven success in driving new business outbound telephone sales
- Confident, driven and dynamic leader
- Excellent prioritisation skills and thrive under pressure
- Ability to understand the detail and create compelling propositions for the customer
- Enjoy a target driven environment and instil this in your team
- Analytical, numerate and disciplined thinker who has the ability to think complex issues through and produce commercially sound judgments
- Confident in using CRM systems and creating relevant reports
- Entrepreneurial mindset with the ability to spot opportunities
- Experience working closely with Executive Teams and delivering business plans

Salary: Competitive + bonus

Contract Type: Full time, permanent.

Application: To apply for this position, please submit your CV and covering letter to the Head Office Recruitment Team – recruitment@reconomy.com