

National Sales Manager – London

Description

Our client are a dynamic and rapidly growing company based in London, looking for an experienced and driven National Sales Manager to lead our sales operations across the UK. This role is pivotal in driving our sales strategy, expanding our market presence, and achieving sales targets. The National Sales Manager will lead a team of sales professionals and work closely with other departments to ensure our products and services meet our clients' needs. If you are a motivated sales leader with a proven track record of success and are looking for an opportunity to make a significant impact, we would love to hear from you.

Responsibilities

- **Sales Leadership and Strategy:** Develop and implement effective sales strategies to achieve national sales targets. Lead and motivate the sales team to exceed sales goals.
- **Market Expansion:** Identify and target new market opportunities across the UK. Develop and maintain strong relationships with key clients and stakeholders to support business growth.
- **Team Management and Development:** Recruit, train, and manage a high-performing sales team. Set clear team goals and KPIs, monitor performance, and provide ongoing coaching and support.
- **Sales Analysis and Reporting:** Analyze sales data and market trends to inform decision-making. Provide regular reports on sales performance, challenges, and opportunities to senior management.
- **Customer Relationship Management:** Ensure high levels of customer satisfaction and loyalty. Address customer issues and concerns promptly and effectively.
- **Collaboration and Coordination:** Work closely with marketing, product development, and customer service teams to ensure a cohesive approach to market expansion and customer satisfaction.
- **Budget Management:** Manage the sales department budget, ensuring efficient allocation of resources and cost control.

Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field. A Master's degree is a plus.
- A minimum of 5 years of experience in a sales management role, with a proven track record of achieving sales targets and driving business growth.
- Strong leadership and team management skills, with the ability to inspire and motivate a team.
- Excellent communication and negotiation skills, with a customer-oriented approach.
- Deep understanding of the UK market and the ability to identify and capitalize on new opportunities.
- Strategic thinker with strong analytical and problem-solving skills.
- Proficient in CRM software and Microsoft Office Suite.

Hiring organization

Exec Capital

Employment Type

Full-time

Beginning of employment

1st April

Duration of employment

Perm

Industry

Professional Services

Job Location

London

Working Hours

9-5

Base Salary

£ 60,000 - £ 60,000

Date posted

February 29, 2024

Valid through

31.03.2024

Job Benefits

- A competitive salary and benefits package, including performance-based bonuses.
- The opportunity to play a key role in the growth and success of our company.
- A dynamic and supportive work environment, with opportunities for professional development and career advancement.
- Flexible working arrangements, acknowledging the importance of work-life balance.
- £60,000 Salary

Contacts

Exec Capital are a leading London based Executive Recruiter