

Sales Director – Professional Services

Description

Our client is a leading professional services firm in the London area. They have a commitment to excellence and a reputation for delivering outstanding results, they serve a diverse clientele across various industries. As part of their strategic growth plans, they are seeking an ambitious Sales Director to spearhead our sales efforts and build a high-performing sales team from the ground up.

Position Summary:

The Sales Director will play a crucial role in driving our business growth by developing and implementing effective sales strategies tailored to the professional services sector. This position requires a blend of strategic thinking, leadership skills, and a deep understanding of the professional services market. The successful candidate will be responsible for achieving sales targets, expanding our client base, and laying the foundation for a dynamic sales team.

Qualifications

- Proven experience in a sales leadership role, ideally within the professional services industry, with a track record of achieving or exceeding sales targets.
- Bachelor's or master's degree in Business Administration, Marketing, Finance, or a related field.
- Strong understanding of the professional services market, including competitive landscape, client needs, and service delivery models.
- Exceptional interpersonal and communication skills, with the ability to engage and build relationships with senior executives and decision-makers.
- Demonstrated ability to develop and lead a team, with a commitment to nurturing talent and fostering a collaborative work environment.
- Strategic thinker with strong analytical skills, able to identify trends, opportunities, and challenges in the market.
- High level of integrity and professionalism, embodying the firm's values in all business dealings.
- Willingness to travel as needed to meet clients, attend events, and drive business development activities.

Job Benefits

Salary £60,000

Contacts

How to Apply:

Interested candidates should submit their resume, a cover letter detailing their suitability for the role, and any relevant achievements in sales within the professional services sector to Your cover letter should highlight how you plan to contribute to our firm's growth and your vision for building a successful sales team.

Hiring organization

Exec Capital

Employment Type

Full-time

Beginning of employment

1st April 2024

Duration of employment

Perm

Industry

Professional Services

Job Location

London

Working Hours

9-5

Base Salary

£ 60000 - £ 60000

Date posted

February 25, 2024

Valid through

31.03.2024