

## Job Specification

<b>JOB TITLE:</b>	UK Sales Manager
<b>LOCATION:</b>	South East UK
<b>DEPARTMENT:</b>	Sales & Marketing
<b>HOURS OF WORK:</b>	9.00 a.m. to 5.30 p.m., Monday to Friday
<b>REPORTS TO:</b>	European Sales Director

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### Overview

Day to day sales team management, with regional accounts responsibility to a revenue target selling on a direct basis. The role is that of UK sales manager targeting existing and potential customers and end users within a defined geographic territory. The role will carry team sales and activity targets, as well as personal targets with quarterly objectives. Performance will be measured against a range of given metrics including call rates, opportunities created (both in terms of size and quantity) and reporting tool usage and team performance of same.

This position will suit an experienced, focused and strong team/account manager/developer who can prove a successful background in account management within a technical industry. Ability to close sales will be a key success factor.

### Main Duties & Key Responsibilities

(Include but are not limited to)

- Ensuring the achievement of monthly and annual sales targets for the GTL product portfolio.
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives, in collaboration with Sales Director.
- Promoting and increasing sales by developing and managing customer relationships.
- Compiling and maintaining detailed information on customer organizations, key decision makers and key influencers in order to create and sell GTL's value proposition. Recording same onto the company's reporting tool, Salesforce.com.
- Integrating horizontally and vertically through major customers to establish a chain of influence through their businesses and offering a proposition as a true value-add supply partner.
- Providing support to our customers including sales calls, sales training, commercial product training and end user product demonstrations.

- Identifying vertical market opportunities and developing these to ensure GTL is the preferred solution.
- Assisting key account managers in the management and growth of large regional accounts, helping to formulate efficient and effective growth plans to be delivered jointly.
- Winning new business from our competitors by building relationships with their major customers and selling GTL's value proposition and solution.
- You are required to carry out your duties in accordance with the company's health & safety policies and procedures and adhere to all externally relevant health and safety laws.
- Carry out other general duties which may be required and agreed with your line manager.

## Skills, Qualifications & Person Specification

### JOB SPECIFIC SKILLS

**Sales: Management:** Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets. Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization. Proven ability to drive the sales process from plan to close. Excellent mentoring, coaching and people management skills. Account development and relationship building skills to maximise commercial opportunities. Commercially astute and skilled with an understanding of the dynamics of sales growth, margin and profit. Experience of selling and promoting access control / workforce management products or integrated solutions would be a distinct advantage, but not essential.

Sales process knowledge, presentation structure and ability to demonstrate a variety of closing skills will need to be in evidence.

**Communication:** Superb communication and people skills. Ability to communicate effectively, both verbally and in written form, at all levels. Excellent telephone manner with the ability to establish and build relationships quickly. Strong inter-personal skills and an influential and non-abrasive team player.

**Organisation:** Excellent personal organisation and administration skills. Ability to multi-task effectively in a target driven and demanding environment. Ability to demonstrate effective regional territory management, and coach same. Excellent time management skills with the ability to prioritize tasks appropriately to ensure customer facing time is maximised. PC literate with a good working knowledge of Microsoft Office packages and CRM systems.

**Technical:** Ability to demonstrate previous experience of selling technology-based products. An understanding of USPs and the ability to logically yet passionately demonstrate products is a pre-requisite; as is the ability to demonstrate how these components integrate into an integrated solution. Successful candidates will be expected to be able to demonstrate a working knowledge of all product disciplines within the GTL range in a reasonable period of time.

## **Experience & Qualifications**

### **Essential:**

- 5+ years of successful, sales team and account management experience.
- Proven track record of growing and sustaining sales year on year and of account management or business development.

### **Desirable:**

- Business degree/technical qualification.

## **PERSON SPECIFICATION**

- Proven yet ambitious, established business developer with a positive outlook and a clear focus on creating growth through effective team/account management. Someone who can demonstrate and articulate the difference between good and bad business opportunities and who is able to work through bureaucracy and challenges to deliver results.
  - A natural forward planner who critically assesses their own performance. Mature, credible, highly professional, and comfortable in dealing with individuals at senior and executive levels. Someone who is able to take a long-term view and deliver short term results.
  - A confident, tenacious, team coach with strong self-discipline qualities. Someone who remains calm in high pressure environments. A self-motivated, hardworking, result orientated, problem solver
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## **Salary & Benefits**

- Competitive salary (+ Company Supplied Vehicle/Allowance)
  - 25 days holidays a year
  - Contributory pension plan
  - Medical insurance scheme
  - Salary Sacrifice Schemes (Bike to Work & Childcare Vouchers)
  - Confidential Telephone Counselling Service
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## Equal opportunities

*We are an equal opportunities employer and we welcome applications from all suitably qualified persons regardless of their sex; religious or similar philosophical belief; political opinion; race; age; sexual orientation; or, whether they are married or are in a civil partnership; or, whether they are disabled; or whether they have undergone, are undergoing or intend to undergo gender reassignment.*