

# United Kingdom Jobs Expertini®

## Global Inside Sales Director

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Company: IWG plc

Location: United Kingdom

Category: other-general

## Global Inside Sales Director

Can be based in UK, Ireland, Portugal, Poland, Czech Republic, or South Africa

### Company background

IWG has been at the forefront of the flexible workspace revolution for more than 35 years.

We have made it possible for organisations and individuals everywhere to take a new approach to the traditional working day. We have over 3,500 locations across over 120 countries allowing millions of people every day to have a great day at work.

Our customers are start-ups, small and medium-sized enterprises, and large multinationals.

With unique business goals, people and aspirations. They want workspaces and communities to match their needs. We provide them with choice through our portfolio of brands, covering serviced offices (Regus, Spaces, HQ, Signature, and many others), commercial real estate brokerage and managed office solutions.

Join us at

### Job purpose

Provide strategic leadership to ensure Inside Sales are aligned with short, medium and long-term business strategy. Build a World class Inside Sales team that drives sales volume, value and conversion whilst improving the customer journey.

### Job scope

As more Companies embrace Hybrid working our network is growing at the fastest rate in our 35-year history. As demand for our products and services increases, we need a leader to drive the performance of our large, multi-lingual, geographically dispersed team. You

will;

Build, train, coach and motivate a World class team to deliver outstanding results, as measured through;

Optimise sales conversion rates.

Sales revenue and conversion targets

Deal volume and value.

Customer satisfaction.

Selling the full range of our products.

Winning new business.

Drive improvements to customer experience and satisfaction to increase conversion rates.

Leverage technology to drive efficiencies and reduce costs.

Utilise performance data and analytics to drive decision making.

Developing and refining the sale pitch and collateral, ensure team members have all the resources required to be successful.

Work with key internal stakeholders from Sales, Marketing and Operations to ensure we act as “one team”.

Focus on continuous improvement and conduct external benchmarking.

### **Background and experience**

High energy leader with a track record of delivering outstanding sales performance.

Combines a strategic mindset with a hands-on and execution-focused approach.

Strong analytical and problem-solving mindset.

Robust, motivated, ambitious individual who thrives in a fast-paced, entrepreneurial environment.

Able to evaluate and improve processes.

Experience of running an Inside sales team, either in a leading International Company or an outsourced call centre.

Ability to coach and motivate others to meet high performance standards and expectations.

Strong influencing and communication skills.

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