

Head of Sales - GIS/Insight Solutions

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Company: Landmark Information

Location: United Kingdom

Category: other-general

Remote/Exeter/Reading

What it's like to work at Landmark:

We're a friendly, dynamic and supportive team. We encourage passion, ambition and collaboration, both in our performance as a team and individually. New ideas are encouraged. We actively promote involvement in the development and direction of our products and services, as well as finding more efficient ways to work. We also love a good work social and team building events. As well as this we offer:

Competitive salary

25 days' holiday, with optional 5 days unpaid leave per year

Free parking

Annual lifestyle allowance of £300 to put towards an activity of your choice

Cycle to Work scheme and Gym Flex scheme

Internal coaching/mentoring system throughout your time here

Focus on training and career progression

Family friendly policies

Happy to talk about flexible working

The Opportunity

Landmark Solutions is a division of Landmark Information Group. The division is focused on the delivery of data and technical solutions directly to organisations. Whether building relationships over time with potential customers or responding to specific RFP requirements, LM Solutions seeks to develop long term partnerships with its customers.

LM Solutions provides a wide range of bespoke managed services into customers ranging from small GIS as Service contracts to large multi million pound technology based services. In each, we seek to work with our customers to create value. LM Solutions core markets are Commercial Property, Utilities, Energy, Environment and Transportation.

This is one of three Head of Sales roles being brought into the business, each heading up a specific market channel. This role will be responsible for developing and growing the Data/GIS Insight market channel across all target markets. This is seen as being a consultative sales role with the need to develop and open up leads from long term relations along with responding to RFPs aligned to the businesses strategy. As part of this role you will liaise with your fellow Head's of Sales and SLT to develop your sales strategy, target customers, track and monitor leads, maintain relationships and assess conversion rates.

This role will be rewarded through a combination of base salary and commissions earned from winning new work.

About You

To be successful as the Head of Sales, you will come from a similar role with a proven track record of hitting KPIs and sales targets monthly. You will be an expert in GIS Land Use, Development and Climate Change. You will be passionate about delivering a first-class service and be able to manage your own diary.

You will also have/be:

2:1 or higher University degree or equivalent experience

Excellent experience of Salesforce

Experience with ESRI, ArcGIS pro, FMO, GeoServer, QGIS, and MapInfo Professional

Strategic thinker

Excellent knowledge of technology environments, including software architectures, application architectures, data architectures, cloud, mobile, microservices and eventing architectures

Expert communicator to all levels of stakeholder

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