

Head of Sales - Technical Solutions

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Company: Landmark Information

Location: United Kingdom

Category: other-general

Head of Sales – Technical Solutions

Remote/Exeter/Reading

What it's like to work at Landmark:

We're a friendly, dynamic and supportive team. We encourage being bold, dreaming big and active, curious minds, both in our performance as a team and individually. We actively promote involvement in the development and direction of our products and services, as well as finding new and more efficient ways to work. We love to get together to do great work and be sociable. As well as this we offer:

Competitive salary

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

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

Pension matched up to 6% for the 1st 3 years and matched up to 10% thereafter

Private Health Insurance – currently via Vitality

Group Income Protection Scheme

Matched funding for Charitable fundraising

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

Free parking

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 Technology Solution 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 have proven experience in a similar role and be an expert in all things utilities, energy and transportation. You will be able to communicate to stakeholders of all levels and be able to demonstrate the ability to work to KPIs and deadlines.

You will also have/be:

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

Good understanding of quality and information security principles

Superior analytical and problem-solving skills.

Commercially astute

Maintain a strong documentation framework.

Ability to plan and manage own diary

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