

# United Kingdom Jobs Expertini®

## Head of Sales

[Apply Now](#)

Company: Soar With Us

Location: United Kingdom

Category: other-general

Role: Head of Sales

Function: Sales Strategy | New Product Sales & Innovation | Process & System Design

Responsibility: Build and oversee the Sales Function, while managing a team

Reports to: Co-Founder

Location: Remote or Hybrid/flexible - Leeds Head Office

Compensation: Up to £60,000 Base Salary + Commission OTE = £100,000 + 26 Days Paid Holiday

### **Our core values:**

- 1 . Extreme ownership - taking responsibility for every outcome within your control.
- 2 . Quality - how you do one thing is how you do everything.
- 3 . Profit - we think making money is great, especially for our partners.
- 4 . Personal happiness - you are here because you want to be.

### **Background:**

Founded by Olly Hudson and Joe Marston in 2019, Soar With Us is one of the fastest-growing advertising agencies for e-commerce brands in the UK with a team of 30+ A-Players. In the last 12 months, we spent over £50m on Meta, TikTok, and Google profitably for our clients, who include the likes of The Essence Vault, Art of Football, Spacegoods, and many more.

We've been making changes to our organisational structure, recruitment processes, and sales funnels to unlock the next stage of growth.

As the Head of Sales at Soar With Us, you'll play a pivotal role in amplifying and broadening the sales operations of our digital agency.

Your responsibilities will oversee the entire Sales Function, from its inception and enhancement to ongoing management as we expand.

## **Requirements**

### **Main Accountabilities:**

Forge strong connections with key prospects and clients, collaborating closely with the marketing team to synchronize our operational and marketing plans, ultimately boosting the agency's revenue.

Develop and implement an exciting sales plan aligned with our overarching business goals.

Lead and support the sales team, ensuring they not only meet but exceed their targets.

Take a proactive approach in tracking sales metrics and refining our sales process to consistently achieve our goals.

Identify promising new business opportunities while nurturing existing relationships to foster continuous growth.

Conduct thorough market research to uncover new sales opportunities and better understand customer needs.

Innovate fresh sales ideas and strategies, predicting sales trajectories and assessing effectiveness.

Provide comprehensive training and support to new sales team members, fostering their success and professional growth.

Deliver detailed sales forecasts monthly, quarterly, and yearly, offering valuable insights to upper management on our progress and future opportunities.

Collaborate closely with marketing and leadership to seamlessly integrate our sales plans with broader business strategies.

### **Success Milestones:**

#### **In 6 months:**

Maintain steady performance in the sales function, showcasing consistent results.

Deliver impactful training sessions and provide daily mentorship to the team.

Lead innovation within management, consistently bringing forth new ideas from your strategy which should include new sales systems and processes

Use your sales knowledge to audit our function, looking at new opportunities to increase overall margins or our average MRR

Established the Sales functions KPI's and have a plan to improve them to be industry leading

Earn recognition from the leadership team for driving rapid growth and development.

#### **In 12 months:**

Redesign or create a strategy leading to a top-tier funnel of E-Commerce clients.

Secure a significant, whale-sized client for the agency.

Continue to implement new processes and technology within the sales function, enhancing our growth potential.

Progress to leading sales-related stakeholder communications internally and externally, thus freeing up our Founder.

#### **In 24 months:**

Successfully implemented and enhanced the sales function, revolutionising our approach.

Lead a high-performing team of 5-6 individuals due to your exceptional training and

management skills.

Establish a strong personal brand within the e-commerce industry, becoming a recognized figure.

Proven yourself through successful results like; Increasing the value of clients we work with, grown the team with top performers, improving our key metrics and have an established sales strategy in place that always brings in top tier E-Commerce brands

**Attitude:**

**You:**

Take complete ownership of both successes and failures.

Possess an entrepreneurial mindset with a focus on the bigger picture.

Exhibit proactive behaviour and meticulous attention to detail.

Confidently build long-term relationships with our client base.

Self-manage and prioritise tasks efficiently, demonstrating excellent leadership qualities.

**Experience & Skills:**

Minimum 4 years of experience in a Sales role, with a strong understanding of processes, targets, and strategies.

Experience as an early sales hire in a rapidly growing team, contributing significantly to function development.

Previous agency experience preferred, alternatively experience with 7-9-figure e-commerce brands.

Proficiency in Sales Training, Strategy Design/Implementation, and people management.

Familiarity with various sales and software tools such as Notion, GoHighLevel (CRM),

Hubspot/Salesforce, Instantly.io, Apollo.io, Google Sheets, LinkedIn Sales Navigator, and Zapier.

A broad understanding of Shopify and e-commerce is advantageous.

## Benefits

Our incredible client base. We work with a wide range of companies, spanning multiple niches and continents. You will be working in collaboration with some of the fastest-growing and most established DTC e-commerce companies in the world.

Building your skills. Our diverse service offering and client base ensure that no two days are the same - with opportunities to broaden your skillset at every turn. We're committed to ensuring that all of our team are constantly developing and evolving toward their own personal goals and you would be no exception!

Ongoing mentoring. You will get many hours of 1-on-1 coaching/mentorship with our senior management team.

Start-up sensibilities. You have the rare opportunity to work with a 3-year-old agency and have a huge impact on how we do things.

Flexible, remote or hybrid working. We're a modern agency, with trust and respect for everyone who works here. As such, we offer the option to work from our vibrant Leeds office, from home, or a combination of both.

Numerous internal social activities are arranged by our social sec at the end of each month. We also host larger social events at the end of each quarter!

[Apply Now](#)

## Cross References and Citations:

1. [Head of Sales Entryleveljobs Jobs United KingdomEntryleveljobs](#) ↗
2. [Head of Sales Free-job-alerts Jobs United KingdomFree-job-alerts](#) ↗

3. Head of Sales [SearchaustralianjobsJobs United KingdomSearchaustralianjobs](#) ↗
4. Head of Sales [Nursejobsnearme Jobs United KingdomNursejobsnearme](#) ↗
5. Head of Sales [HairjobsJobs United KingdomHairjobs](#) ↗
6. Head of Sales [Clerkjobs Jobs United KingdomClerkjobs](#) ↗
7. Head of Sales [PhysicianjobsnearmeJobs United KingdomPhysicianjobsnearme](#) ↗
8. Head of Sales [Lawyerjobs Jobs United KingdomLawyerjobs](#) ↗
9. Head of Sales [Biomedicaljobs Jobs United KingdomBiomedicaljobs](#) ↗
10. Head of Sales [SalesjobsnearmeJobs United KingdomSalesjobsnearme](#) ↗
11. Head of Sales [SoftwaregiantcareersJobs United KingdomSoftwaregiantcareers](#) ↗
12. Head of Sales [StudentjobsnearmeJobs United KingdomStudentjobsnearme](#) ↗
13. Head of Sales [MoroccojobsJobs United KingdomMoroccojobs](#) ↗
14. Head of Sales [RomaniajobsJobs United KingdomRomaniajobs](#) ↗
15. Head of Sales [Politicaljobs Jobs United KingdomPoliticaljobs](#) ↗
16. Head of Sales [Searchukjobs Jobs United KingdomSearchukjobs](#) ↗
17. Head of Sales [Medicalnursejobs Jobs United KingdomMedicalnursejobs](#) ↗
18. Head of Sales [Cinemajobs Jobs United KingdomCinemajobs](#) ↗
19. Head of sales [Jobs United kingdom](#) ↗
20. AMP Version of Head of sales ↗
21. Head of sales [United kingdom Jobs](#) ↗
22. Head of sales [JobsUnited kingdom](#) ↗
23. Head of sales [Job Search](#) ↗
24. Head of sales [Search](#) ↗
25. Head of sales [Find Jobs](#) ↗

Source<https://uk.expertini.com/jobs/job/head-of-sales-united-kingdom-soar-with-us-8c4e68b5c5/>

Generated on: 2024-05-03 by [Expertini.Com](#)