

## Inside Sales Manager

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Company: Sales

Location: United Kingdom

Category: other-general

Job Start Date: May/June

Inside Sales Manager

Glasgow – Full time in Office – 8:45 till 5:30pm.

Salary 35k – 40k Base DEO plus 20k up to 28k Bonus paid in arrears every month.

Exciting Opportunity in Glasgow working for a leading HR and H&S consultancy offering medium sized businesses a professional, commercial partnership.

Are you an experienced sales leader looking for your next challenge in Glasgow? Do you thrive in a fast-paced environment where your leadership and coaching can drive tangible results? My client is seeking a talented inside sales manager to join their growing team.

With plans to grow their business further in the next 2 years, they need to find the right manager to help drive the business in the right direction!

As the inside sales manager, you'll be at the helm of the sales efforts in Glasgow, guiding, coaching, and supporting the dedicated team to achieve their targets and exceed expectations. Your expertise and strategic vision will be instrumental in shaping the success of the business in this dynamic city!

Apply now if you feel you are ready to be a part of the journey to sales excellence in Scotland's largest city!

Job Purpose

To recruit, train and build an exceptional tele-appointing department which generates quality sales appointments for the business.

Job Overview

We're looking for a proven, high performing Telesales Manager to join our business at this exciting time. This Department is critical to the growth & development of Croner Solutions and will play a key part in the business meeting its objectives.

The ideal candidate will have a background in managing a telephone-based sales team, driving quality and sales performance in a targeted and dynamic environment. Experience of working in a b2b environment is desirable, although not essential. A pro-active approach to management, coaching, pipeline & campaign planning and driving sales revenue are a must!

#### Day-to-Day Responsibilities

- \* Recruiting, training, coaching, and managing a high performing telesales team.
- \* Developing & managing the CRM system to optimise data and leads.
- \* Liaise with field sales management and BDMs to plan diaries and appointments effectively.
- \* To provide daily, weekly, monthly, and quarterly sales figures and MI.
- \* To continuously seek to improve sales performance through monitoring all leads, conversions and sales actively.
- \* To introduce fresh incentives to motivate and drive the team.
- \* To attend & input into company quarterly sales conferences.
- \* Liaise with marketing to drive sales campaign ideas.

#### What you Bring to the Team

- \* Track record of managing a telephone-based sales department
- \* Ability to build, manage and drive sales performance in a targeted, entrepreneurial business.
- \* Ability to influence and liaise with all levels up to Directors.
- \* A consultative sales approach

#### Why Join the Team?

We are a leading Employment Law and Health & Safety Consultancy offering medium sized businesses a professional, commercial partnership, meaning that they can focus on their core business and allows them to lean on us for the specialist and complex areas of HR and Health & Safety.

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