

Sales Coach

Apply Now

Company: BRC Promotions

Location: United Kingdom

Category: arts-design-entertainment-sports-and-media

Job Title

Field Sales Coach

Location

South UK

Salary

£35, – £40, depending on experience

Hours

35 Hours

Who are BRC Promotions

BRC Promotions partner with some of the UK's leading charities to increase their fundraising efforts and spread the word about everything they do within the local communities. We have been around for over 14 years and worked with some charities exclusively for over 10 years.

This role would be supporting one of our amazing charities, **or** at venues based in and around your city/town. Please note this will involve travelling as we look for venues in a 60 mile radius from your home postcode.

For more information on what we do click

What is the role?

We are looking for a field coach to coordinate training activities that will help maximise our field team's performance. This role will be covering all of the South of the UK and will require regular travelling and staying over. Occasionally you may be asked to cover other areas in the UK to support our team. We will cover any travel/hotel expenses.

As a field coach, you will be responsible for mentoring our new and existing field teams and designing individual and team training plans. To be successful in this role, you should have a good understanding of sales techniques and the ability to motivate our team members. You would need least one year of experience in a face-to-face sales role that has included coaching and training people. This can include team leader, team manager, coach, trainer etc. Ultimately, you will help our field team develop their skills and achieve their sales targets. If you have experience in similar roles such as field sales coach, field sales manager, area sales manager, field trainer, field coach, field manager or regional sales manager this could be the perfect role for you.

What will I be doing?

Acting as a coach to our field team and providing impactful 1-2-1 coaching to assist the field team in exceeding targets and coping with job-related challenges

Identifying individual and team training needs

Providing development plans

Provide coaching support to the area managers

Gather feedback on all training programs from trainees and managers

Maintain updated records of coaching and training plans and feedback provided

Evaluate team members' performance after each coaching session

What do I need?

At least one year's experience in a face-to-face sales role is essential.

At least one year's experience in a coach/trainer/management role that has involved coaching and training members of a field team is essential.

Self-motivated and the ability to manage your own workload effectively.

Excellent communication skills with the ability to motivate people

Problem-solving skills.

Positive mindset

Must be willing to travel – travel expenses and hotels will be covered.

This role will be based across the South of the UK mostly and will require regular travelling and staying away. We will occasionally need you to support us in other areas across the UK also.

A valid UK driving license and the use of your own vehicle is essential for this role.

What will I receive?

£35,-£40, per annum depending on experience

35 hours per week – Mon-Fri 9-5pm

All travel and hotel expenses will be covered

20 days holiday plus bank holidays

Extra day off for your birthday

Pension scheme

24/7 priority access to doctor's appointments for you and your household

Virtual gym classes

Virtual and physical physio

Discounts on groceries, takeaways, fashion, electronics and tech, entertainment, days out including cinema tickets, gym memberships and much more with our Pirx reward scheme.

Check it out at

At BRC Promotions we welcome and celebrate individuals from different ages, backgrounds, cultures, genders, sexual orientations, abilities, and perspectives.

We recognise that each person brings a unique set of experiences and ideas, and by embracing these differences, we create a vibrant and dynamic community that thrives on collaboration and mutual understanding.

Application process and what to expect

Once we have received your application we will review your experience and if you match the job specification we will contact you on Indeed to arrange a call. Please note we do not

have access to your email address unless it is on your CV so we will always message you on Indeed in the first instance.

We do aim to contact every candidate but if you do not hear from us within 5 working days unfortunately you will not have been successful to the next stage of the process.

You will have a 15-20 minute phone call with our Recruitment Manager who will discuss the role and your experience with you.

If you are successful to the final stage after your initial phone call, you will be invited to a face-to-face interview. These are currently held on Tuesdays and Wednesdays in Leeds or Manchester.

Once you have had your face-to-face interview we will contact you with the outcome within 48 hours.

What training will I receive?

BRC Promotions provides market-leading training to all our fundraisers. This comprises of an initial two-day induction at the BRC Academy followed by 30-35 hours of 1-2-1 on the job coaching. All our training is accredited by ITOL (Institute of Training and Occupational Learning) who have accredited BRC Promotions as a centre of excellence for training. You receive a certification documenting your competency on completion of our course.

We have vacancies for Door-to-Door Field Sales Executives, Sales Executives, Sales Representatives and Field Sales Representatives. If you have any experience in Utility Sales, Home Improvement Sales, Energy Sales, Broadband Sales Direct Sales, Door-to-Door Sales, Field Sales as a Brand Ambassador or any other sales role we would love to hear from you too!

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