

United Kingdom Jobs Expertini®

Sales Manager (New Business, Mid Market)

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Company: ADP

Location: Manchester Area

Category: other-general

Sales Manager – Mid Market ADP are a global NASDAQ listed organisation, providing cloud-based Human Capital Management (HCM) solutions that unite HR, payroll, talent, time, tax and benefits administration, and a leader in business outsourcing services, analytics and compliance expertise. Our unmatched experience, deep insights, and cutting-edge technology have transformed human resources from a back-office administrative function to a strategic business advantage.

AWARDS AND RECOGNITION

Named a Leader in payroll business process outsourcing (BPO) services by Gartner. NelsonHall, a global BPO analyst firm, has named ADP as a Leader in Payroll Services. ADP is named on the Black Enterprise 50 Best Companies for Diversity list. Top-ranked company in Financial Data Services in FORTUNE® magazine's The World's Most Admired Companies®. Top 25 for Comparably's Happiest and Most Fulfilled Employees. 100 Best Companies for Working Mothers. Top Company for Women Technologists. Mid-Market Sales Manager (UK). Inheriting an established team of new business Mid-Market sales professionals, your role will be to deliver the sales plan through effective management and coaching. This includes, but is not limited to, training, compensation, motivation, development and resourcing. Mid-Market teams focus on 300 and 1000 employees. Sales cycles are of a 3-5 month period and customer negotiation is likely to be with up to 3-4 people, depending on the organisation and structure of the prospect. The number of contracts necessary may vary depending upon product or service, and average order value is circa £20,000 - £50,000 of year 1 revenue, but can be much larger.

What You Will Do: Manage the performance of the sales team on a daily basis, co-ordinating resource, monitoring activity, and where necessary initiating corrective action to ensure sustainable

delivery of results. Support the team where necessary on prospect appointments and undertake visits to demo software (virtual, or in person). Liaise closely with the DVP of Sales, Sales Managers, RSMs and colleagues within the UK Business in pursuance of a consistent approach to sales/product/commercial strategy. Develop and maintain a comprehensive plan for team sales activity including pipeline and productivity. Manage both quota and non-commercial objectives for all individuals/team. Manage all active sales processes within the team, ensuring co-ordination of company resource in an optimal and effective manner in support of these processes. Own the requirement for up-to-date data and management reporting for your team. Experience A background of individual new business sales success, ideally in the tech / SaaS / services sector 3-5 years minimum experience of managing, or team leading a team of new business sales professionals in the tech / SaaS / services sector A structured approach to sales development and management, with experience of coaching and managing a team on these principles to achieve success Examples of coaching and leading sales professionals through deal sizes of a similar size, and complexity What We Offer Highly competitive salary and compensation plan. Realistic targets - we like to see our associates overachieving Excellent support teams, from Sales Development to Business Consultancy, for you to utilise as you see fit to drive sales success for your team Coaching and mentoring to help you progress your sales career from day on Opportunity to qualify for our annual Presidents Club, quarterly incentives. Home based contract. Flexible benefits program to include; 23 days holiday (increasing to 25 after 2 years, you can also buy and sell up to 5 days each year), private medical care, excellent pension scheme, subsidized gyms, car allowance etc) If this sounds, like you then please do get in touch, we would be delighted to tell you more! Enterprise Sales, Account Executive, Senior Sales, Business Development, New Business, Software as a Service, SaaS, Human Resources, HR, Human Capital Management, HCM, Cloud Software

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