

Sales Team Leader

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Company: Keith Prowse

Location: London Area

Category: management

Job Title: Team Leader Job Type: Full-time, Permanent Location: Web Ellis House, Twickenham (4 days, home working 1 day) Are you ready to step into the role of Team Leader and make a real impact at Keith Prowse? We're seeking a motivated individual to lead our inbound sales team, one of the fastest-growing areas of our business. As Team Leader, you'll have the opportunity to inspire and guide a team of 8 inbound sales professionals, collaborating closely with the Head of Sales and Head of Business Development. Your role will involve taking ownership of the target in the current sales cycle while actively planning for future cycles. You'll be Driving the achievement of our annual hospitality sales budget by leading and motivating your team to reach their targets, providing support where necessary to generate new business. Ensuring that the CRM campaign activity such as creation, management, and progression of our sales pipeline is being managed by the sales people. Fostering a high-performance sales culture, inspiring your team to excel and uphold client brand standards. Ensuring clear communication of team performance throughout our business, keeping your line manager informed. Upholding sales processes rigorously, always ensuring adherence to maintain efficiency and effectiveness. With support from Head of Business Development ensure that there are training programmes in place to enhance team capabilities and drive continuous improvement. Managing lead allocation processes as needed, ensuring fair and efficient distribution. Maintaining balanced workloads across the team, balanced sales targets, and optimising productivity and performance. Monitoring and managing the KPIs of team members, providing guidance and support to drive success. Ensuring efficient management of

all leads and enquiries, maximising conversion rates and customer satisfaction. You'll have The ability to proactively manage, support, and motivate a sales team to excel. Initiative and confidence in decision-making. A knack for fostering positive relationships and earning respect. Strong communication skills to engage clients and colleagues with professionalism. Self-motivation and focus on achieving sales targets. A thorough work ethic, setting a positive example for your team. Organisational prowess to streamline tasks and maximize efficiency. Familiarity with CRM systems and proficiency in Microsoft Office. Excellent communication skills across all mediums. You'll receive: Learning and development opportunities for growth within the business and wider Compass Group. Free meals twice a week, breakfast items, fresh fruit / tea & coffee. Holiday starts at 23 days (+bank holiday rising to 25 days), birthday off on us, plus holiday buy back scheme to purchase up to an additional 10 days of annual leave. Access to Medicash private medical insurance individual + up to 4 dependents. Aviva Digicare Workplace access for you and spouse - including an annual health check. Internal reward and recognition scheme. Perks at Work platform with 1000's of discounts - up to 50% off cinema tickets and employee only discounts. Corporate gym membership with 30% off monthly price (Virgin Active Twickenham) Flexi working allowing you to manage your own hours, alongside hybrid working. Bring your dog to work policy. Enhanced parental leave policy. Relaxed dress code.

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