

Senior Sales Manager

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Company: Keith Prowse

Location: London Area

Category: management

Job Title: Senior Sales Manager Job Type: Full-time, Permanent Location: Web Ellis House, Twickenham (4 days, home working 1 day) We're looking for a proactive and hands-on Senior Sales Manager to join our team at Keith Prowse, where you'll play a pivotal role in leading, managing, and driving our sales team towards achieving hospitality sales targets. This role offers an exceptional opportunity for an experienced sales manager looking to take the reins of a team of professional sales individuals who consistently generate over a million pounds in sales each. We're seeking someone who brings organisation, structure, and a willingness to embrace challenges. We're looking for a competent salesperson, who has 'been there and done it' and who has enthusiasm, passion, and the ability to influence and inspire our sales team to hit new heights in both sales and individual development. You'll be doing: Collaborate with the Head of Sales, Finance, and Event Sales Managers to set targets for team members and establish Key Performance Indicators (KPIs) and Objectives/Performance Development Reviews (PDRs). Work closely with team members to focus on their development. Identify strengths and help build on these. Set clear KPIs and objectives for team members to align with overall team goals. Work closely with Event Sales Managers to develop pipelines and manage pipeline activities effectively. Manage the pipeline to ensure a steady flow of opportunities for the team, and allocating where best suited. Create achievable goals for teams to drive motivation and performance. Management of lead sourcing and contact lead ownership strategy in the CRM. Ensure a harmonious team environment to pro-actively avoid salespeople or customer disputes. Manage contact and lead ownership within the CRM system to optimize sales efforts. Monitor and manage team

focus, including call statistics and activity by event. Support the team during meetings and showarounds to enhance client interactions. Implement performance management strategies to ensure the team meets or exceeds expectations. Lead and inspire a performance-oriented sales culture throughout the team. Accountable for achieving the team's annual hospitality sales budget. Manage the team to ensure they stay on track with their targets, providing support as needed to generate new business opportunities. Oversee the induction and onboarding program for new team members to ensure a smooth integration into the sales team. You'll have: Maturity and confidence in managing and leading a sales team effectively. The ability to proactively manage, support, and motivate the sales team to achieve their targets. Credible hospitality industry experience with a proven track record of leading a team successfully. Experience in producing sales proposals with meticulous attention to detail. A successful history of achieving growth targets within the hospitality sales sector. The ability to network with a proactive approach to identifying and pursuing sales prospects. Knowledge and skill in conducting show rounds with confidence. The ability to make confident decisions autonomously. Positive working relationships and command respect from peers and stakeholders. Effective communication with team members, potential clients, and various stakeholders, while maintaining a highly professional image. High motivation to maintain focus on achieving sales targets. A thorough approach to work and serve as a positive role model for the team. Excellent verbal and written communication skills, crucial for effective interaction with stakeholders. Experience in customer relationship management with a proven track record. Exceptional interpersonal skills, adept at questioning and active listening. Results-driven and motivated to achieve set targets. Commercial awareness and understanding of market dynamics. Good IT skills, utilizing technology to enhance sales processes. Strong numerical skills for analysing data and making informed decisions. Capability to deliver compelling presentations and producing comprehensive reports. 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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