

## Strategic Growth Sales Manager - New Business FM

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Company: Pitney Bowes

Location: United Kingdom

Category: other-general

**At Pitney Bowes, we do the right thing, the right way. As a member of our team, you can too.**

We have amazing people who are the driving force, the inspiration and foundation of our company. Our thriving culture can be broken down into four components: **Client. Team. Win. Innovate.**

We actively look for prospects who:

- Are passionate about client success.
- Enjoy collaborating with others.
- Strive to exceed expectations.
- Move boldly in the quest for superior and best in market solutions.

### **Job Description:**

#### **Role Impact**

As the Strategic Growth Sales Manager - New Business, your primary responsibility is to drive net new revenue growth within the Facilities Management (FM) sector, focusing on both existing Pitney Bowes customers and potential prospects across the UK.

This presents an exceptional chance to become part of a dynamic and expanding team, dedicated to promoting innovative solution offerings within the Facilities Management (FM) sector. This team is at the forefront of delivering unique innovation to the industry, such as our Tracking Services offering which includes SAM, Pitney Track, Intelligent Lockers & X-ray solutions.

Your role entails meticulous planning and execution of solutions sales processes, from initial prospecting to final deal closure.

### **Key Responsibilities:**

**Revenue Expansion:** Lead initiatives to secure net new revenue by employing strategic approaches tailored to the specific needs and dynamics of the commercial market segment.

**Process Management:** Develop and execute effective solutions sales processes, ensuring a customer-centric and streamlined approach from the identification of prospects to the successful closure of deals.

**Relationship Building:** Cultivate strong relationships with existing Pitney Bowes customers, actively engage with prospects to understand their unique requirements, and propose customised solutions.

**Strategic Collaboration:** Collaborate with cross-functional teams to devise strategic plans aligned with organizational goals, fostering cohesion and an integrated approach to sales and growth.

**Market Insight:** Stay informed about market trends, competitor activities, and industry developments, providing valuable insights to shape sales strategies and capitalise on emerging opportunities.

**Reporting and Forecasting:** Provide accurate and timely sales forecasts, along with comprehensive reports on sales activities, performance metrics, and market trends.

**Leadership and Collaboration:** Work closely with internal teams, including marketing, product development, and customer support, to foster collaboration and provide leadership to achieve sales objectives.

**Continuous Improvement:** Evaluate and enhance sales processes, identifying areas for improvement and implementing best practices to optimize efficiency and effectiveness.

This role demands a dynamic and strategic approach to sales, combining market insights, relationship management, and a results-driven mindset to significantly contribute to the

growth and success of Pitney Bowes.

### **Qualifications – External**

**Proven Sales Expertise:** Demonstrate a robust and successful track record in personal sales, showcasing proficiency in account development, new business acquisition, and adept cross-selling strategies to maximise sales potential within both existing and prospective accounts.

**Cloud-Based Solutions Experience:** Possess hands-on experience in selling cloud-based solutions, indicating a nuanced understanding of this dynamic and evolving market.

**End-to-End Sales Process Execution** Exhibit the capability to personally drive the entire solutions sales process. This includes the development of new accounts and the cultivation of lasting relationships to consistently surpass sales goals and achieve positive business outcomes.

**Sales Quota Achievement:** A track record of achieving or exceeding 100% of assigned sales quotas, highlighting a history of consistent success in meeting and surpassing performance targets.

**Self-Directed Approach:** Display self-directedness and effective planning skills to document daily sales activities comprehensively. This includes managing appointments, customer call-backs, establishing new contacts, and conducting prospect user calls. Maintain a well-balanced mix of calls to ensure thorough coverage of the assigned territory and all types of sales opportunities.

**Agile Work Environment Adaptability** Efficiently navigate an agile work environment, utilising various communication tools to engage with clients, prospects, and other Pitney Bowes resources. Exhibit flexibility in working remotely in a non-traditional office setting. Be prepared for travel and face-to-face meetings as necessary.

**CRM Proficiency:** Demonstrate a proven and efficient use of Customer Relationship Management (CRM) tools, underlining an ability to leverage technology for effective sales management and customer engagement.

### **Benefits**

Annual salary OTE of £100k plus per annum (Uncapped)

Company car / allowance

Holidays: 30 days + bank holidays

Life insurance: 3x basic salary

Pension scheme with employer contribution up to 6% of the basic salary

Employee Discount, to access deals for travel, restaurants and shopping

### **Our products:**

### **We will:**

- Provide the opportunity to grow and develop your career
- Offer an inclusive environment that encourages diverse perspectives and ideas
- Deliver challenging and unique opportunities to contribute to the success of a transforming organization
- Offer comprehensive benefits globally

Pitney Bowes is an equal opportunity employer that values diversity and inclusiveness in the workplace.

We welcome applications from individuals who may wish to discuss alternative hours of work.

All interested individuals must apply online. Individuals with disabilities who cannot apply via our online application should refer to the alternate application options via our Individuals with Disabilities link.

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