

JOB DESCRIPTION

Job Title: Head of Sales

Reporting to: Managing Director

Primary Tasks:

- Achieve company growth targets
- Develop Key Customer accounts
- Manage Sales Team
- Deliver JGBM assets into buying groups and top group members
- Sell Brand Marketing to new and existing brands
- Liaise with suppliers, buying groups and major accounts
- Meet with vendors and key customers at senior level
- Integrate Sales campaigns with Marketing campaigns

Head of Sales. Devon.

Do you have experience in a senior sales role? Are you forward-thinking, entrepreneurial and able to work across all business streams to construct and deliver sales strategies? Do you possess high emotional intelligence and a hands on can-do attitude? This role is ideally suited to a talented, high achieving and adaptable sales leader looking to make the step up to a role where your impact will be a key driver in the business.

If you have the ability to work at a senior level and manage people as well as your own sales projects, ideally but not essentially with experience in the Office Products sector, this may be a role for you. Working for a long-standing innovative and multi-award winning family company based in beautiful Devon, the successful candidate will benefit from a competitive salary and a friendly working environment. Reporting to the board of directors, you will be a key member of the leadership team; managing the sales team, developing major accounts/buying groups and liaising with suppliers. Strong sales and negotiation skills are essential and a thorough

knowledge of digital marketing is an advantage. This role is ideally an office-based position with an element of travel to visit key customers, suppliers and conferences as necessary. For the right candidate however, a remote working position is possible.

Key requirements:

- A people person with excellent team management skills and the ability to adapt your leadership and communication style
- A dynamic and inspirational leader who can balance between getting things done and being warm and approachable
- Innovative and entrepreneurial
- A hands-on attitude and the ability to coach and motivate a team
- The ability to present clearly and confidently to customers and suppliers
- The ability to dig into the detail, understand how the team are doing and drive performance
- A track record of either setting-up or delivering demonstrable change in a sales organisation
- A confident self-starter and a natural problem solver with the resilience to thrive in a busy fast-paced environment