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| Job Title: | National Sales Manager |
| Location: | Home Based |
| Contract: | Permanent |
| Hours: | Monday to Friday (35 hours per week) |
| Vacancy Number: | 124/18 |

A bit about us...

Certsure is a market-leading certification body. Operating the NICEIC and ELECSA brands, we've been in business for over 60 years. Our mission is to make a positive difference to our customers and our people, and to provide a service that's second to none. Our values are really important to us, and are all about doing the right thing, making a difference, investing for the future and achieving results.

We're extremely proud to be a Sunday Times Top 100 Best Company to Work For. This demonstrates how important our people are to us, and recognises everything we do to make sure our people have a working experience that's the best it can be.

What we offer...

- 25 Days' Holiday
- Flexi-Days
- Special Domestic Leave
- Learning and Development Opportunities
- Pension Scheme
- Private Medical Insurance
- Access to our Reward Gateway Hub, Connected
- Subsidised Café and Gym Facilities at our Head Office
- Employee of the Month Scheme
- Employee Suggestion Scheme
- Refer-A-Friend Scheme
- Free Eye Tests
- Bike Loan Scheme
- Loyalty Days
- Loyalty Awards



A bit about the job...

You'll be providing leadership, direction and coordination of all sales activities of the field based Key Account Managers and the office based telesales teams, ensuring our strategic objectives and revenue targets are achieved.

You'll ensure the relationships with our key customers are managed effectively through the leadership of the field based Key Account Management Team, ensuring all business opportunities are recorded and managed effectively. You'll also attend meetings with key customers where appropriate to develop and strengthen relationships. The ability to work collaboratively with colleagues across the business to ensure shared targets and objectives are achieved is therefore essential.

You'll play a pivotal role in the future development and performance of sales. You'll also be working closely with the Head of Business Development to enable Certsure to achieve its vision, mission and strategic priorities. This role will therefore be crucial in helping to establish a high performing sales culture where the delivery of exceptional customer service and a culture of continuous improvement is key.

The post primarily focuses on key account management and the sale of our Schemes, Training and Direct revenue streams. The role will involve extensive travel throughout the UK and will involve working away from home.

Assist the Head of Business Development in setting the sales targets and budgets and monitoring closely to ensure targets are achieved.

What you'll be doing...

- Direct line management of the Sales Manager responsible for a telesales team of 22 and field based Key Account Managers.
- Assist the Head of Business Development in setting the sales targets and budgets and monitoring closely to ensure targets are achieved.
- Responsible for the achievement of UK sales targets.
- Responsible for the direct line management of the key account managers and sales manager.
- Introduce new and innovative approaches to sales within Certsure.
- Increase sales turnover and revenue for the NICEIC and ELECSA brands through its range of products and services.
- Manage defined sales projects to meet targets and objectives and provide reports within timescales.
- Lead and support colleagues in achieving their sales targets.
- Ensure customers' needs are reflected in all sales activities and customer propositions.
- Undertake sales and advisory visits.
- Assist with the implementation of a sales campaigns culture.
- Monitor our industry closely to identify new opportunities for business units and wider across other business streams.

- Adhere to agreed customer service standards.
- Assist with the organisation and co-ordination of the following processes:
 - Enquiries
 - Quotations
 - Sales Conversion
- Assist with the collation and publication of sales statistics and information.
- Produce statistically valid sales and marketing data.

What we'd like you to have...

- Proven track record of leading a high performing sales team where all targets have been met.
- Experience of managing a field based team of Key Account Managers, overcoming any challenges of supporting, motivating and leading a remote team.
- Experience of inspiring and motivating a sales force to achieve their targets through implementing an innovative and rewarding commission/bonus structure.
- Educated to degree level or equivalent.
- Excellent customer service skills – can recognise the customers' needs and strives to deliver the best level of customer service.
- Time management skills with the ability to prioritise workload and meet deadlines.
- Proactive approach to making decisions and able to use own initiative.
- Builds excellent working relationships and rapport with people across all levels, both internally and externally.
- Communicates effectively, with the ability to influence key stakeholders at all levels.
- Demonstrates leadership capabilities as defined in Certsure's "Behaviours for Success".
- Knowledge and experience of budget management and financial management processes.
- Willingness to travel throughout the UK, including overnight stays.
- Full UK driving licence.

Find out more about us...

Websites: www.certsure.com or www.niceic.com or www.elecsa.co.uk

Twitter: @CertsureLLP, @officialNICEIC, @officialELECSA

LinkedIn: <https://www.linkedin.com/company/niceic>

Facebook: <https://www.facebook.com/NICEIC/>

Instagram: <https://www.instagram.com/officialniceic>



How to apply...

If you think this is the job for you, then we'd be delighted to hear from you! Please send your CV and a covering letter to vacancies@certisure.com.

We're unable to respond to all applicants due to the high volumes of CVs we receive. Therefore if you don't hear from us, unfortunately this means you've been unsuccessful on this occasion.