

Job description

Job title: Internal Sales Manager

Location: West London

Salary: £30'000-£40'000 OTE £50'000 open-ended, pension, healthcare, gym membership on site, season ticket loan, 27 days holidays, flexible benefits package

Ref: 16299



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Our client was founded in the UK in 1975; they employ over 300 people and generate a turnover in excess of £30m. Headquartered in west London, they're a wholly owned subsidiary of a publicly listed company on the NYSE employing 9,000 people worldwide. Their clients include organisations in retail, property, leisure, financial services, automotive, FMCG, charities, media, health, utilities and the public sector and they offer them an unrivalled range of marketing solutions which help them gain a better understanding of their customers and outlets. These services are based on an in-depth understanding of individual consumer behaviour as well as expertise on how geographical locations (towns, shopping centres, individual stores) influence the way consumers buy products and services. Ultimately the solutions are delivered utilizing a combination of software, data and consultancy.

Reorganisation of the company has created a vacancy for a Sales Manager to run the internal sales function of the business. The team is made up of a small number of graduate sales people who deliver against target by promoting data, information and analysis to a broad range of customers, through outgoing and incoming sales activity. The function of the Sales Manager is to take charge of the business area and improve the performance of the team through appropriate motivation, training and personal development in order that sales objectives are achieved, whilst also preparing the most able members to make the transition into field based selling as opportunities arise. Although not personally targeted, the role will require the Sales Manager to contribute to daily sales activity, with commissions and bonuses earned as a result of the team's achievements.

The ideal candidate will be a disciplined self-starter, results driven and restless to achieve career recognition and financial reward. They'll have experience of proactive new business generation, preferably gained in an internal or field sales management capacity and they'll be willing to lead by example.

**To apply for this vacancy, visit www.lawsonprice.co.uk
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