

Job description

Job title: Head of Sales (South)

Location: London region

Salary: £45'000 OTE £70'000 with car, pension, healthcare and benefits

Ref: 16389



LAWSON PRICE CONSULTANTS

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Our client began operations in 1976 and quickly established itself as the leading publisher in automotive titles in the UK; employing over 3'500 people across 35 locations and with revenues in excess of £125m per annum, they are a force to be reckoned with. They continue to grow ahead of trend through innovation and commitment to quality in print and in the digital media market in particular.

Promotion has created a unique opportunity for a talented Sales Manager to join them in a second line management role as Sales Manager / Head of Sales for the south of the UK. The successful Sales Manager will take responsibility for the delivery of key objectives by continuing and accelerating the growth of the digital media presence whilst simultaneously controlling, changing and improving a 25 strong field sales team via three regionally based field sales managers.

As a key member of the management team nationally, this role is high profile and with that accountability comes the authority to act effectively, driving forward multiple approaches to different markets through the creation of a high performance culture capable of achieving revenue goals, high levels of customer satisfaction and good team ethics.

The successful Sales Manager will manage the implementation of CRM and thereafter its effective use in monitoring KPI's, regularly reviewing performance within the sales teams and that of the field sales managers, performance coaching them regularly and the sales teams on an *ad hoc* basis. Implementation of a sales competency framework for people and processes and the ongoing review of performance of all aspects of the business will be of prime importance.

The ideal candidate for the role will be a degree educated second line sales manager with a proven track record of success in media and digital media markets, but equivalent experience may also be considered. The successful Sales Manager will be a clear and confident communicator, articulate and a listener, capable of influencing and inspiring the team and the customer alike, possessing a 'can-do' attitude combined with a commitment to achieve goals, the intelligence to analyse situations and act appropriately and the desire to deliver both company and personal objectives.

Ongoing career and personal development opportunities are available with this progressive employer.

All applications will be dealt with in strictest confidence.

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or email candidates@lawsonprice.co.uk**