

Head of Sales



Job Title Head of Sales

Department Sales

Office Location Market Harborough

Work Location Field/Hybrid Based (4 days),
Head Office (Mondays)

Line Manager Aidan Piper – CEO

Your Team Members Field Sales Manager, Solution Sales Manager, Business Sales Manager, Business Development, Energy Business Manager

Salary £50,000 to £55,000 pa

About The Role

Due to an internal promotion, we are seeking a highly professional and motivated Head of Sales. You will be the key driver for the sales departments, involved in shaping the business and its future. You will be responsible for ensuring the business meets its ambitious growth targets by strategically driving teams of sales professionals and consultants. Working directly with the Directors, you will ensure revenues are maximised and customers receive the best-in-class service offering.

In a business that is continually evolving and changing, this is a fantastic opportunity for an experienced professional to drive our business forward in this exciting time.

Key Responsibilities



Deliver the sales strategy and deliver on all new business initiatives to drive sales, continually coaching and motivating the sales teams and contributing to the team effort by accomplishing related results as needed.



Partner with customers to understand their business needs and objectives, ensuring effective communication of the value proposition through proposals and presentations, building and maintaining relationships with key customers and establishing yourself as an industry professional.



Understand the market and the benefits and value of our product set, identifying opportunities, keeping ahead of the game and understanding what our customers are buying if they are not buying our products.



Manage and lead the sales management team, providing leadership through effective communication, active coaching and development, boosting team morale and building a strong inter-team culture.

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About You

We are looking for a passionate, driven and inspirational leader with a background in SME and B2B sales and experience of providing value added service solutions. Crucial to this role is the ability to adapt to new technologies and recognise opportunities in the market. We are looking for a strong, strategic thinker who has a hands on approach to management and is prepared to get into the detail when needed.

Really important to us is that you are able to establish and earn trust from your customers, demonstrating concern for their business and actively listening to identify their needs and propose solutions to benefit them.

Experience, Qualifications & Skills

- ✓ Experience of owning and delivering a sales strategy in an SME, B2B environment
- ✓ Experience of managing and building successful teams in a KPI driven environment
- ✓ Confident & influential communicator
- ✓ Ability to work collaboratively and partner with all areas of the business
- ✓ Effective time management & organisation skills
- ✓ Full, clean UK driving licence
- ✓ Ability to travel within the UK, including occasional overnight stays where necessary
- ✓ Experience of the IT, fixed line or mobile industry & knowledge of working within a growing business (desirable)



Why Welcomm?

We're serious about talent.



Competitive Salary

We offer a competitive salary and an enhanced annual leave entitlement with the option to purchase additional days. We also love to reward our employees with attendance and long service awards and employee recognition events, awards and incentives.

Wellbeing Support

We are a key advocate of wellbeing and offer a variety of support for our employees including company sick pay, healthcare cash plans to help with medical and therapy bills, private medical insurance, 24/7 GP access, employee assistance programme (EAP) and employee benefits through Perkbox and O2 Priority.

Committed to Development & Success

We strive to achieve a family-friendly culture and to create possibilities for all with ongoing training and development through our accreditation and training programmes.

Corporate Social Responsibility

At Welcomm we take our corporate social responsibilities seriously. We are very active in our community, proudly supplying communication solutions to many local businesses, fundraising for our charity partners, as well as sponsoring and volunteering at local events.

You'll have the opportunity to work in a flexible and agile environment and whilst the role is advertised on a full-time basis, we would be happy to discuss possible flexible working options to help make this the right role for you.

Equality, Diversity & Inclusion

We embrace diversity at Welcomm. This means giving full and fair consideration to all applicants and continuing development of all employees regardless of age, disability, neurodiversity, gender reassignment or identity, race, religion or belief, sex, sexual orientation, marriage and civil partnership, and pregnancy and maternity.

We are also more than happy to provide reasonable adjustments during our application and interview process to enable you to present your best self.

Note:

As part of our partner agreement with O2, we are required to carry out a Basic Disclosure (Criminal Conviction Certificate) check for all of our employees.

Introducing Welcomm

An Award-Winning Business



“Transforming the way businesses communicate & operate.”

About Us

We are an award-winning supplier of managed business communications based in the midlands.

Since our business began in 1989, our goal has remained the same... **connect businesses to their customers.**



A Customer of Welcomm is A Customer Of...

Mobiles

Telephony

IT Solutions

Business Utilities

“Since joining the business in September 2021, Welcomm have been nothing but welcoming. Staff are not only supported but valued, rewarded and recognised for just doing our jobs!

Whether it’s fun-filled office days speaking to customers, welfare activities or just a thank you – I feel genuinely appreciated. I can’t wait to see where my future as a member of Team Welcomm leads!”

Joanne Astin – Account Development Executive

