
NEW BUSINESS TEAM LEADER

Sales

Full Time

Market Harborough

SUMMARY

As a New Business Team Leader you will be responsible for leading and driving a New Business team. Your role will be to induct, train, coach, lead, inspire and performance manage a new group of graduates in best Sales practices, inspiring individuals to meet agreed sales targets. Leading by example, you will motivate and energise the team in order to successfully bring new business into Welcomm. You will create a supportive but competitive environment to deliver the best results on every occasion. You will also be responsible for nurturing this talent with a view to succession planning and progressing your team into larger sales roles within the business.

KEY RESPONSIBILITIES

- Create a high energy and target focused team
- Educating, coaching, developing and inspiring the team
- Ensure personal and team KPI's are consistently achieved
- Taking responsibility for personal and team development, identifying and pursuing opportunities where appropriate to maintain and develop expertise
- Quality check and review all sales activities
- Consistently managing activity levels to achieve KPI's
- Coach and motivate sales team, leading by example and providing an ongoing sales training programme
- Recruit and train new team members, achieving business objectives and growth targets
- Build strong relationships with other Welcomm Team members
- To produce individuals who will be able to grow and progress into current roles in the organisation
- Maintain a high CSI score - Regularly keep in contact with customers to ensure they are happy with the Welcomm service in order to achieve a CSI score over and above 70%.

Welcomm House, 24 The Point Business Park, Rockingham Road, Market Harborough, LE16 7QU
Tel: 01858 410010

PERSONAL ATTRIBUTES

- Inspirational and motivational leadership qualities
- Understanding and delivering Company values and being an ambassador for the business
- Ambition and drive to encourage the team to achieve and exceed targets
- Outgoing personality that can demonstrate both drive & resilience
- Excellent written and communication
- Relationship management skills
- Excellent telephone manner
- Time management skills
- Word, Excel and outlook skills
- Customer Focused
- Well presented with a positive, proactive and professional approach
- Resilience
- Listen and provide solutions diligently and promptly
- Demonstrate knowledge, skills, good judgement and integrity in doing your job.
- Listen and provide solutions diligently and promptly.
- Be answerable and responsible for decisions and actions.
- Serve with motivation and dedication.
- Work together to achieve a common goal with all teams and colleagues.
- Be creative and go the extra mile to deliver results.
- Be humble and polite.
- Provide a quality and efficient service to our customers.

DISCLAIMER

Please note that this job description is not an exhaustive or comprehensive list of all possible job responsibilities, tasks and duties. If your application is successful, the responsibilities, tasks and duties of Welcomm might differ from those outlined in the job description, and that other duties, as assigned, might be part of the job.