

JOB DESCRIPTION

Sales Manager



Background

Community Wood Recycling is a multi-award winning social franchise founded in 1998. Our aims are to save resources and create jobs and training opportunities for disadvantaged people. We do this by setting up and supporting wood recycling social enterprises, based on the business model of the Brighton & Hove Wood Recycling Project. With 32 enterprises nationwide, we are the biggest and most successful social franchise in the UK.

Supporting our member enterprises includes winning work for them from the country's major contractors and house builders and to do this we have a team of passionate, highly competent, hard-working sales people. We are now at the stage where to properly service our growing client base and to take advantage of the further sales opportunities that our growing profile brings, we need an experienced sales manager to take over the day to day support of the sales team, manage a clutch of our most important clients and contribute to the effective operation and future development of our highly successful social enterprise. The role has plenty of scope for career advancement.

Main duties

- Manage/motivate/train the sales team (currently 7 people) and the sales team supervisor.
- Conduct regular sales meetings – both individual and group.
- Identify and monitor key variables (KPIs/sales statistics) to help enhance our performance.
- Develop a number of our key clients.
- Identify/develop new sales opportunities.
- Manage the day to day activities of the organisation in the absence of the MD and GM.
- Support the MD and GM in developing the business plan, seeking out new opportunities to increase our environmental and social impact and strengthening our organisation.

Essential requirements

- Strong background in sales
- Experience of supervising/managing a sales team
- Excellent communication skills
- Good leadership skills
- Good organisational skills
- Experience in developing effective business procedures/processes
- Understanding of the value of KPIs and sales statistics
- Concern for the environment
- High level of motivation and enthusiasm
- A caring attitude
- Reasonable IT skills
- A full, clean UK driving licence

Location

We are based in Brighton. The post involves occasional travel to our clients and enterprises throughout the country, possibly with overnight stays.

Hours: 37.5 hours per week (time off in lieu is provided for overtime).

Probationary period: 4 months.

Salary: by negotiation.

Application process: Please send CV along with a short covering email to richard@communitywoodrecycling.org.uk

Closing date for applications: 5pm, Friday 9th August 2019