

Tech company specialising in Access Control is looking to recruit a **Sales Director** to drive their existing team, sustain their exciting local growth, and reach their targets. The Sales Director role is crucial for the development of the company. You will be responsible for the development and the mentoring of the sales force, helping them to reach their targets and being yourself part of the operations.

IMMEDIATE START

ROLE of the Sales Director:

- Providing effective leadership, managing the sales team to enhance value creation capability of the business and develop a robust sales pipeline.
- Improving internal efficiencies within the business.
- Establishing and continuously improving a sales budgeting and forecasting model, reporting, and delivering timely accurate management information.
- Identifying and reporting on business opportunities in target markets for organic growth or prospective acquisition.
- Determining with management the strategic objectives by sector and supervise the reach of these objectives.
- Managing Key Accounts.

PROFILE:

- **Sales management experience** with a proven capability in effectively leading, organising, motivating and developing a team;
- **Strong entrepreneurial skills and a natural ability to spot opportunities for revenue generation.**
- Previous experience in tech products, ideally in access control or related industries;
- Existing network within construction, local councils for housing and property developers will be an asset.
- Bold, entrepreneurial, multi-tasker and team player;
- Full UK driving licence;

SALARY & BENEFITS:

- £70,000 negotiable according to skills and experience
- Uncapped bonus
- Company Car (or car allowance according to the candidate wish)
- Private medical Insurance, Pension