

Group Sales Director

Curtis Banks are looking for a Group Sales Director to join our Senior Management Team.

The role of the Group Sales Director is to develop and lead a group-wide Sales, business development and Relationship Management function to build a robust, multi-channel sales capability as well as a first class relationship management team.

The position and duties will include;

- Define a sales strategy to materially improve current sales volumes, drive long term strategic relationships and control relationship relegated attrition.
- Define and implement a group wide sales structure to meet agreed strategy.
- Agreeing performance related objectives for each channel, documented in the Curtis Banks Business Plan in collaboration with other business heads where appropriate
- Manage, motivate and develop the existing sales functions based in Ipswich and Bristol by reviewing performance against target and objectives on a monthly basis, implementing the Performance Improvement plans where applicable
- to manage the combined sales teams of CB and SL with the short term objective of combining the teams and developing one coordinated sales strategy for the Group
- with senior management look to develop a remuneration structure for the whole sales function/team
- Establish effective strategic business relationships with relevant key contacts in selected accounts to increase the profile of Curtis Banks and to maximise business opportunities
- In conjunction with all direct reports plan and implement bespoke campaigns, sales and marketing initiatives and contact strategies to fully maximise business potential from each channel.
- Ensure that appropriate sales quality is achieved through a balanced sales management approach, including appropriate controls on adviser activity, incentives and rewards, so they are aligned with CBGs Customer and Treating Customer Fairly Policies
- Participate in the creation and development of Curtis Banks products, to help ensure that products meet customers' needs and to maximise new business potential
- Demonstrate an understanding of the impact of new legislation on the business, recommending appropriate action to maximise profits and limit risks
- Implement initiatives and actions to improve employee engagement and leadership scores as measured by the staff survey, which support the CBG culture programme.

Person Specification:

The successful candidate will have a high level of experience in the leadership of a sales function in a regulated environment and possess a good working knowledge of the Financial Services industry and the interplay of Sales in a regulated environment.

The ability to set priorities and quality standards in own work and those under supervision, to consistently achieve or exceed these standards is essential

A full job description is available on request.



This is a full time permanent vacancy

Salary: Competitive

Location: Home based, with the flexibility to travel to our Offices within the UK when required.

All candidates will be asked to confirm their eligibility to work in the UK at interview stage and to provide evidence of it on appointment. Please note that successful candidates will be subject to a criminal records and personal credit check.

How to apply: Please send your CV, along with a covering email to – HR@curtisbanks.co.uk