

National Sales Manager

The role is to lead and manage a national team of remotely based Business Development Managers to maximise business from existing relationships and to identify and convert new opportunities in line with the group sales strategy.

The position and duties will include;

- Lead and motivate the BDM sales team to deliver the sales target, product mix and profitability objectives set by the Group Sales Director.
- Responsibility for setting targets for individual BDMs and managing performance against targets and KPIs with the proactive application of the performance management process as appropriate.
- Support wider strategic objectives through the promotion of additional services by the BDM sales team.
- Ensure focus on retaining existing business and keeping attrition within budgeted levels.
- Be collaborative with colleagues across the sales function and wider business to share market insight and best practice. Ensure market and customer feedback is shared to assist with product development and service improvement.
- Establish effective business relationships with relevant key contacts in selected accounts to increase the profile of Curtis Banks and to maximise business opportunities
- Recruitment and retention of the BDM sales team in line with the agreed head count and budget
- Support the coaching and development of the sales team through 1:1 interventions and team meetings.
- Implement actions as agreed to improve employee engagement and support the CBG culture programme.
- Manage sales quality ensuring that all company policies and regulatory requirements are followed. Proactively identify and report any emerging risks or breaches of policy.

A full job description is available on request.

This is a full time vacancy.

Office hours are: 9.00am - 5.30pm Monday to Thursday & 9.00am - 5.00pm Friday (37 hours)

Start date: Immediately

Duration: Permanent

Location: Home-based, with the ability to travel across the country when necessary

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 brief covering email to - recruit@curtisbanks.co.uk