

Job Description: Sales Manager

Location: United Kingdom

Company Overview: We are a renowned software company with over 40 years of expertise in providing cutting-edge software solutions to the fenestration industry. Our software empowers businesses in the fenestration sector to streamline operations, enhance productivity, and drive growth. As we continue to expand our global footprint, we are seeking a talented and experienced Senior Sales Manager to lead our sales team in the UK and Europe.

Position Overview: As the Senior Sales Manager, you will play a pivotal role in driving revenue growth and establishing our market presence in the fenestration industry across the UK and Europe. With your proven track record in sales and leadership, you will be responsible for managing and mentoring a team of highly skilled sales professionals, while also developing and executing effective sales strategies.

Responsibilities:

- Lead and manage a high-performing sales team, ensuring their success and development by setting clear goals, providing guidance, and conducting regular performance evaluations.
- Drive the sales team to achieve and exceed revenue targets by effectively managing the sales pipeline, forecasting sales, and implementing strategies to optimize sales performance.
- Develop and maintain strong relationships with key clients and prospects, identifying their needs and providing tailored solutions to meet their requirements.
- Stay up to date with industry trends, market conditions, and competitive landscape to capitalize on opportunities and make informed business decisions.
- Collaborate closely with marketing and product teams to align sales strategies with product offerings, pricing, and promotional activities.
- Drive the expansion of our customer base by identifying and targeting new business opportunities in the fenestration industry, actively participating in lead generation activities, and conducting sales presentations.
- Represent the company at industry events, trade shows, and conferences to build brand awareness and network with key stakeholders.
- Prepare and present regular sales reports and forecasts to senior management, highlighting key performance indicators, market trends, and opportunities for growth.

Qualifications:

- Bachelor's degree in a sales or software related field. An MBA would be a plus.
- Proven track record of success in sales, preferably in the software/SAAS industry, with a minimum of 8 years of relevant experience.
- Proven experience managing a small, focused team.

- Strong leadership skills with the ability to motivate and inspire a sales team to achieve and exceed targets.
- Excellent interpersonal and communication skills, both written and verbal, with the ability to build rapport with clients and negotiate effectively.
- Strategic thinker with a demonstrated ability to develop and implement successful sales strategies.
- Results-oriented mindset with a focus on driving revenue growth and exceeding targets.
- Strong analytical and problem-solving skills to identify opportunities and overcome challenges.
- Willingness to travel within the UK and Europe as required.
- While not required, knowledge of the fenestration industry and understanding of software solutions for fenestration businesses is a large advantage.
- French is a priority for position, but any major European language would be an advantage.

If you are a passionate sales leader with a strong background in the software industry and are eager to make a significant impact in the fenestration sector, we would love to hear from you. Join our team and contribute to our continued success in providing innovative software solutions to the fenestration industry.