

Route to the Top...

Commercial Sales Director

London based with UK travel

Six figure salary, plus benefits package negotiable

The Opportunity:

This B2B service business which delivers to a national customer base generating a turnover of c.£120m has identified the need for a specialist, functional commercial Sales Director of the quality and calibre that could be promoted to Managing Director. The business has expanded well in recent years and possesses a dynamic, enthusiastic sales team of approx. 65 who are both structured and entrepreneurial in culture and who respond well to a charismatic hands-on leadership approach. The dynamics of this business are such that effective sales processes, yield management and leadership are critical drivers to success. It is outstanding performance in these areas, as well as gaining an intimate appreciation of the business in this time period, that could secure the promotion.

The Ideal Candidate:

A motivational, team building management style will be highly respected coupled with an ability to impact, influence and work through others. The delivery of results will be crucial to the success of the candidate once in post. Outstanding relationship-building capabilities and highly developed communication skills will impress both internal and external audiences.

The successful applicant will be of graduate calibre and will have outstanding achievements in both corporate and SME sales gained possibly in business services sectors such as equipment/supply or hospitality/airline. All the qualities it takes to become a more rounded commercial leader once they have mastered the business need to be evidenced along with an appetite for hard work, a pragmatic character and a personality that unleashes optimum performance.

Please apply in confidence with full career and salary details to:
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