

Sales Manager Job Description

We are iHasco.

We are a leading Health and Safety and HR Compliance eLearning provider. We focus on creativity, quality, and most of all simplicity. Having delivered over 15 million training sessions across the last 15 years, our company continues to grow at an unprecedented pace creating an exciting opportunity to join our Commercial Sales leadership team.

Our Core Values

Our values are what we stand for and what matters is how we treat each other and our clients. We make it happen, we never settle, we choose right, and we are always smart with heart. We are ready for anything.

The Role

If you consider yourself an inspiring Sales Leader, thrive on training, coaching and developing people to be the best they can be then this is the role for you! If you've got B2B sales experience... even better.

- As a Sales Manager you will be able to motivate your team in a fast-paced environment. You will be responsible for leading, coaching, and monitoring the performance of a Sales Team. Passionate about the service we offer to clients you will achieve business goals by creating a culture of high performance amongst your team.
- You will identify their strengths and gaps and work with them to ensure they reach their full potential and achieve set targets and objectives. Driving constant high performance through regular feedback and continual support.
- We all know the highs and lows that come with a sales role so you will be there to celebrate their success and support them through their challenges.
- Colleague Engagement is really important to us so making sure your team are engaged and motivated is key. We all know that's when Sales people perform at their best. What we expect you to bring to the role
- This is no ordinary Sales Culture and so we are looking for an extraordinary Sales Leader with relevant B2B experience and a proven track record of enabling your team to deliver results.
- You will be an accomplished Sales Manager with the skills to bring out the best in your team. You will have a knack for identifying sales potential, and just know how to keep your team engaged, motivated and driven to succeed. You will know what good looks like and have a thorough understanding of a Business to Business Sales process and be able to communicate this effectively to your team.

- You will have the mentality that “nearly at target” just isn’t good enough. This is a hands-on role where your key focus will be leading, mentoring and driving your team to achieve outstanding results.
- You will have an eye for figures. You will be able to analyse KPIs and know exactly what they mean, identify improvements and how they will impact performance. You will have the sales experience to instantly get buy-in from your team and not even be afraid to show them how it’s done. But you won’t be a selfish leader, you will understand having your team perform at their best only makes you look better. You will be data driven and Salesforce or CRM literate.
- In a sales environment that is constantly evolving, we need someone innovative, fast-thinking who can deliver results and help take us to the next level.

Most importantly you are looking to join a growing, highly successful company where you can continue to grow, develop and thrive with us. Somewhere fun, professional and supportive where you get to chance to shine every day.

What you get from us

A generous salary package along with your birthday off (in addition to a generous annual leave and bank holiday entitlement), to wellbeing support and a health cash plan, to recognition and incentives, to continuous learning and development, we invest in you holistically.

Coming to work should never be a chore so we, and you, create an environment where you can be at your best. You will be surrounded by great people who care about what we do and have a true sense of purpose. We will continually stretch and grow you - you will never clock watch with us. We will trust you and care about you. We will share our business strategy and there will be opportunities for you to grow your career with us. If you are still reading this, it says our culture is for you. Apply now. Come join us.

For more information send your CV to careers@ihasco.co.uk