

Job Description/Opportunity	
Job Title	Sale Manager
Location	Basingstoke
Tenure	Part time/Full time
Package	Competitive
Key Purpose	<p>Carbon Footprint Ltd is a leading environmental consultancy business, helping organisations reduce their environmental impact, and helping them support carbon reduction projects around the world. This helps our customers develop their green brand credentials, which they benefit from in their own marketing.</p> <p>You will be responsible for the management of B2B sales including consultancy and carbon offsets – this will involve cross functional management of account managers. You will also manage repeat sales and business development – responsible for target setting, mentoring, monitoring, managing and from time to time assisting account managers with their sales. You will report sales management activities and results to the directors and be responsible for setting sales objectives and strategy with the directors.</p>
Key Tasks	<p>Sales Management</p> <ul style="list-style-type: none"> • Use existing sales management system and further develop this • Manage all sales KPIs & report monthly to directors • Manage account managers – checking progress, making sure calls/meetings/follow ups are done within timescales, plus provide mentoring where needed • Assist in sales – from time to time to assist account managers/with strategic sales. This may include calls, meeting attendance and drafting/reviewing client sales proposals • Scope – existent clients (repeat work), account management (extending products/services to existent clients), new business development (via inbound enquiries), business development (to key hot sectors) <p>Sales execution</p> <ul style="list-style-type: none"> • From time to time, you may be asked to support specific clients for development or assist an account manager with a sale <p>Marketing Support</p> <ul style="list-style-type: none"> • Feedback knowledge from markets to Marketing Director in support of various market communications and campaigns
Candidate Requirements	
Profile	Proven B2B sales management skills, skills of managing a team that are not direct reports. Likely to be Graduate caliber. You will have a natural will to win, be a role model to the team, have excellent interpersonal skills, and be able to cut through the noise. Confident speaking with team members and clients at all levels and via all channel – meetings, phone etc. You will have proven flare for spotting new opportunities and an entrepreneurial ‘can do’ style.
Qualifications	
Experience	Sales plus sales management
Skills / Knowledge	Excellent management, interpersonal and phone skills, and lots of tenacity

Please apply with your CV to wendy.buckley@carbonfootprint.com (no agencies please).