



Job Description

Position	Senior Sales Manager
Division	Magnetic North Limited
Reports to	Sales Director
Direct Reports to this Role	N/A
Location	Leicester

Overview of Role

This is an exciting and progressive opportunity for a driven and experienced Sales individual. Having experience in Business to Business and Major Account culture themselves, they will possess demonstrable and successful background in the formation and management of Prospective customer generation and revenue delivery through New business acquisition.

In a burgeoning and highly developmental market for Enterprise and hosted SAAS, Magnetic North is now looking for energised and motivated field sales professionals to deliver expansion into its chosen markets through outbound new business acquisition based on sound and cutting edge technologies.

1. SPECIFIC RESPONSIBILITIES

- Meet or exceed set Sales Target objectives.
- Contact new customers to introduce a range of products to include MN Hosted PBX, Dialling, Call Recording and Business intelligence.
- Solicit new business from prospects.
- Source and conduct an average of 8 appointments per week, with demonstrable ROI.
- Build relationships with all highlighted Influences and Decision makers within a given account.
- Develop and maintain a product proficiency and competency level by attending mandatory training classes and successfully completing any required exams.
- Work in conjunction with peers in other divisions to develop and maintain professional prospect and activity management reporting.
- Handle straightforward problems that occur in everyday work
- Refer more complex problems or decisions to others
- Make routine decisions within established guidelines
- Any other tasks that may reasonably required from time to time.

2. SUCCESS WILL BE MEASURED BY

- Ability to meet or exceed agreed Sales Targets.
- Incremental revenue generation in targeted prospect accounts to the required level.
- Number of sales appointments generated and attended.
- Number of valid quotations resulting.
- Number of relevant and profiled new customers converted.



3. RELEVANT EXPERIENCE & TRAINING

Essential
Excellent interpersonal skills
Highly energetic self starting work ethic
Degree or Higher diploma education
5+ years Experience of business-to-business Sales
Sales and Account management experience
RFI and RFP experience
Core Vertical experience / expertise
Highly Organised and CRM related
IP Product knowledge
Evidence of professional Account development planning
Creative problem solving and objection handling capabilities
Experience of working within Telco/Application software/Call Centre/CRM environment and markets.
Evidence of professional Account development planning
Experience of Hosted environment and application Sales.
Certificate in recognised C level Sales training
IT Software/Telecommunications background

4. KEY RELATIONSHIPS

Internal	External
All Magnetic North Sales staff	Magnetic North Customers, Suppliers and Partners
Sales Administration	
Sales Management	

5. COMPETENCIES

Personal Competencies	Professional Competencies
Driven to succeed	Ability to communicate at all levels.
The individual should be self-motivated, conscientious and be able to make a sound business sales case.	Understanding of Internet and IT services. Specifically SAAS and IP Based Networks and IT /telephony Services.
Inter-personal Competencies	Business qualification and development
Sound inter-personal skills. Able to communicate effectively at all levels.	Generic Business to business sales skills
Ability to understand and implement sales propositions.	
Understand the requirement & reasons for professional dress code, personal appearance & presentation	

