

Head of Sales

Job type: Full time

Location: Peterborough

Salary: £50,000 - £60,000 + Car Allowance + Great OTE Package

Data Interchange is a leading international provider of EDI and managed services. For more than 30 years we have helped thousands of satisfied customers streamline their eBusiness solutions. Operating a global B2B network, that enables trading partners all over the world to do business electronically, we provide software and services for supply chain management, order processing, business integration, data synchronization and electronic funds transfers.

Following recent growth, we are looking to expand our sales capability and are actively recruiting for a new Head of Sales. Working alongside the newly appointed Sales & Marketing Director to drive the commercial agenda and sales strategy and lead the sales team, this is a key role within the organisation.

The organisation has seen significant growth, so you will be adept at reviewing legacy processes and approaches, and making changes to ensure the team are efficient, commercial and hungry. You will build a culture that promotes personal success within the team, challenging and managing under performance and clearly showing the team what great looks like.

As the Head of Sales, you will be:

- A strong change agent experienced in restructuring and refocussing sales teams to drive optimum revenue growth
- Managing day to day activity of sales people to ensure KPI's are met
- Recruiting new team members where appropriate and take responsibility for coaching them to a higher level of performance
- Analyse sales to generate insight for growth opportunities within the existing customer base and identify new market offerings
- Assisting sales team to close major opportunities
- Work with the marketing function to design and implement marketing campaigns and activity designed to engage with multiple audiences

We are looking for a genuine leader with a proven track record in building sales teams. Ideally working with a background in managed IT services, you will require having experience of business to business service environment. In return you will be paid a generous salary with excellent OTE, and a great benefits package.

Alongside a competitive salary and benefits, we also offer the successful candidate the following:

- Individual training benefits
- Perkbox
- Regular, subsidised staff social events
- Excellent career progression

To apply for this position, please forward a copy of your CV and covering letter to careers@datainterchange.com