

# JOB DESCRIPTION



**JOB TITLE:** SALES MANAGER  
**COMPANY:** SDL SURVEYING  
**REPORTING TO:** HEAD OF CUSTOMER SERVICES

## *ABOUT US*

Revolutionising customer's experience means everything to us at SDL. We thrive on grabbing the market and driving change to make our customers lives better and easier. It's what drives us each day to make a difference and shake the industry because customers deserve more.

We believe that people are our greatest asset and by coaching, supporting and giving them the freedom to add their individual flair that they gain skills both for now and in the future. Enabling them to become more than they dreamt possible to always finding a better way for customers.

## LIFE AS A SALES MANAGER

We want our Sales Manager to be passionate about implementing a strategic business plan, that develops the sales opportunity for existing surveys and launches the new surveying product: Homescore the future of SDL Surveying.

You will be a natural born leader who will expand and grow your own team of dedicated sales advisors, and by coaching & managing their performance they will be the best of the best.

## DUTIES & RESPONSIBILITIES

- Getting it right the first time by managing and maximising the performance of your sales team, enabling the achievement of sales targets and the surveying objectives.
- Coach, develop and performance managing your team by using Management Information built specifically for your team's needs.
- Support the enabling and implementation of innovative technologies; enhancing existing processes to make the customer journey as smooth as possible.
- Be accountable cost effectiveness and drive customer satisfaction
- Lead, coach and develop direct reports to be the best they can be.
- Working with the in house dedicated recruitment experts to expand your team.



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## PERSON SPECIFICATION

ESSENTIAL	DESIRABLE
<b>KNOWLEDGE &amp; QUALIFICATIONS</b>	
<ul style="list-style-type: none"> <li>▪ Able to evidence commercial awareness and business growth examples</li> <li>▪ Significant financial and performance metrics awareness</li> <li>▪ Proficient in Microsoft Office programmes</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge of the property and surveying sector</li> </ul>
<b>EXPERIENCE</b>	
<ul style="list-style-type: none"> <li>▪ Experience of working in sales and operations roles</li> </ul>	<ul style="list-style-type: none"> <li>▪ Experience of working in the property and surveying sector</li> <li>▪ Experience of setting up and managing a new business opportunity</li> <li>▪ A proven manager, with a track record of success</li> </ul>
<b>SKILLS &amp; COMPETENCIES</b>	
<ul style="list-style-type: none"> <li>▪ Excellent communication skills</li> <li>▪ Credibility and confidence to lead, motivate, inspire team into excellence</li> <li>▪ Self-motivated and able to work independently and in a fast-paced environment</li> <li>▪ Ability to work as part of a team in a non-hierarchical fashion</li> <li>▪ Excellent attention to detail, highly numerate and commercially aware</li> <li>▪ Influencing and networking skills</li> </ul>	
<b>OTHER</b>	



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- Successful completion of pre-employment screening including credit referencing, employment referencing and CRB check
- Willingness to undertake staff training and development as required
- Willing to travel extensively across the Group and Nationally to enable growth of the SDL Surveying business

