

# HEAD OF AUCTIONS (EAST MIDS)



Property insider. Relationship builder. Business winner.  
Sound like you?

## SDL Auctions

Chilwell

### What we do

SDL delivers national coverage across the board, in surveying, mortgage services, auctions, property management, lettings and estate agency. In all areas, our revolutionary spirit has the customer at its heart. We are one of the UK's largest property auction networks, helping corporate and private customers buy and sell residential, commercial and agricultural property and land.

### What we care about

Revolutionising our customers' experience is what drives us each and every day at SDL. We thrive on shaking up the industry and doing what it takes to make customers' lives easier and better. Because they deserve more and we want to be the ones to wow them.

We believe our greatest asset is our people and by empowering them to make a difference our people can become the best they can be.

### Your life as Head of Auctions

Based in Chilwell with the Regional team and with the support from the Managing Director you'll be responsible for growing the Auctions business in the East Midlands. You'll thrive in an autonomous capacity as you take ownership of the Auction process from valuation to listing to sale! You'll generate lots through any channel; estate agency, direct instruction to finding your own through business development. With a natural empathy for customers and a desire to always do the right thing you'll always hit the spot for both our customers and the business. You'll have a commercial edge, able to spot opportunities to understand market trends and look ahead to drive the business forward.

*Love* OUR  
CUSTOMERS

*DARE* TO BE  
DIFFERENT

MAKE IT  
BETTER

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## What you'll do

- Build open and positive relationships with Customers and Clients alike, you'll be on hand to assist them with anything they need ensuring their expectations are managed and exceeded where possible.
- Be accountable for the area sales target and lead and guide a team of Business Development Managers and Valuers to achieve the monthly numbers.
- Lead the valuation process and ensure the best advice is given to our clients direct or via partnerships to enable our vendors to make the best choices for them as to whether they sell on line or in room
- Support the development of slick procedures that will make it better for everyone involved
- Coach and mentor the team to help them develop their skills and capability and manage the teams' performance
- Be part of the leadership team and be alive to what you can do to support the growth of the business.
- Value and list properties for Auction whilst keeping an eye out for other opportunities
- Support projects and other initiatives working with the wider Auctions team

## Who we're looking for

We want to find a self-motivated, results-driven sales star who uses their initiative to embrace every opportunity to maximise results, and also;

- Experience of providing astonishingly good customer service
- A good knowledge of the property market and its networks and channels
- Valuation or surveying experience
- Ability to lead a team to generate ideas and contribute to an effective sales process
- Excellent business development with experience of using sales and marketing techniques to win business
- Excellent communication skills at all levels, from the general public to corporate clients and senior business leaders.
- The ability to spot future trends in the industry, building the relevant business case to continue to drive the business forward
- The honesty and integrity to build personal trust and brand reputation

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- Eligibility to work in the UK and everything it takes to successfully complete pre-employment screening

And, ideally, but not vitally:

- Excellent leadership and people management skills with a genuine desire to help people be the best that they can be
- Proven project management experience with a positive attitude to change.

### How to apply

Write an email telling us why this job's got your name on it. Attach your CV. Press send [recruitment@sdlgroup.co.uk](mailto:recruitment@sdlgroup.co.uk)

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