



19th August 2024

POSITION: Sales Manager – UK

LOCATION: Wolverhampton, West Midlands.

START DATE: October 2024

JOB ROLE DESCRIPTION

An experienced Sales Manager or Business Manager to promote and sell ERP (Enterprise Resource Planning) business management software to mid-market companies. See website: www.jobmate.cloud

DUTIES:

1. Find and onboard new customers from three key verticals
 - a. Transport & Logistics
 - b. Field Service
 - c. Construction Services
2. Maintain and develop current customer relationships using jobmate ERP.
3. Follow-up marketing leads either self-generated or through third parties.
4. Attend events (exhibitions) as required nationally and internationally.
5. Prepare quotations and close sales.
6. Organise and attend trade events and conferences as required.
7. Manage Salespeople and build a team environment.

EXPERIENCE

1. Knowledge of selling business software systems and ERP sales would be an advantage, especially within the three key verticals the company is focusing on.
2. Operational/Management software user experience in the key verticals would also be considered beneficial if applying from a non-sales background.
3. The role demands a high level of self-motivation to succeed, a key attribute for anyone considering this position.
4. Understanding accountancy and reporting practices within small and large businesses are not key but would be considered advantageous.
5. The role will require effective management of both customers and resellers, a key responsibility for the successful candidate.
6. Knowledge and building relationships with key partners will be a vital part of the role. jobmate are global partners with Sage, Amazon, and Optimize.

PACKAGE:

1. 5 x days (Monday to Friday) 40 hours per week 08:30 – 17:00
2. Holidays 28 per annum (including Public Holidays) + Birthday
3. This is an office-based position in Wolverhampton; some remote working will be considered.
4. Travelling will be expected nationally (mainly) and internationally to meet customer needs.

5. Target Earnings are £40-£70K based on basic salary and commission structure, depending on experience.
6. HR support package.
7. Car mileage is paid at government rates or a car allowance, depending on the amount of travelling.
8. Reasonable expense paid, subject to approval.

To Apply, email helen@jobmate.cloud with a cover letter and C.V (Resume) attached.

No Agencies