**Job Title:** **Sales Manager**

**Location:** Ulster Supported Employment and Learning (Usel)

 182 – 188 Cambrai Street, Belfast BT13 3JH

**Responsible To:**

**Objective:** To be responsible for maximising the sales team potential, developing sales plans and increasing overall income from our manufacturing departments

**Job Ref:**

**Job Description:**

* Achieve growth and hit sales targets by successfully managing the sales department
* Design and implement a strategic business plan that expands company’s customer base and ensure its strong presence in a competitive market
* Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
* Present sales revenue, expenses reports and realistic forecasts to the management team
* Identify emerging markets and market shifts while being fully aware of new products and competition status
* Working with the Marketing Manager to identify strategic marketing objectives in order to increase revenue
* Management and personal development of the sales team
* Managing budgets and reporting on risks to the senior leadership team
* Any other reasonable duties which may be required by senior management from time to time

**Person Specification:**

 **Essential:**

* Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
* Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organisation and customer base
* Proven ability to drive the sales process from plan to close
* Strong business sense and industry expertise in manufacturing
* Excellent mentoring, coaching and people management skills
* Ability to motivate staff and manage them through change
* A positive “can do attitude
* IT, budget and report writing skills.

**Desirable:**

* BS/MS degree in business administration or a related field
* Good planning and organisational skills
* The ability to work calmly under pressure
* Ability to demonstrate successful sales outside of Northern Ireland e.g. GB, Republic of Ireland

**Terms and Conditions**

* 35 hours per week-Flexible hours will be required for this position
* 27 days annual holidays plus 10 statutory holidays

**Pay**

* Salary scale: £31,099 - £35,002
* Candidate will start on the lower scale unless they can demonstrate extensive experience