Job Description

Job Title: Head of Managed Sales

Contract Type: Permanent

Reports to:Chief Revenue Officer

Location: London

About Us:

We are a secure e-invoicing platform that brings businesses and their suppliers closer together with unique technology that revolutionises invoice processing, maximises efficiency and improves cashflow management. The Tungsten Network also provides users with real-time spend analysis through analytics, and offers access to Early Payment, a form of alternative finance for businesses.

Job Purpose:

The Head of Managed Sales will be responsible for building and leading our Inside Sales and Key Account Manager teams in order for us to achieve revenue goals by selling Tungsten’s supplier client proposals, whilst ensuring customer satisfaction, and coaching team to achieve World Class results.

Key Responsibilities:

* Manage an inside sales team and partners who are responsible for selling the Tungsten Supplier client proposition, in particular e-Invoicing.
* Manage, lead, coach and drive the performance of the team, setting quarterly revenue growth quotas alongside side other targets and metrics in order to measure the success of individuals and the team as a whole.
* Achieve team New Supplier/Revenue growth quotas and other targets and metrics as may be established and modified from time to time
* Prepare written presentations, reports and price quotations in collaboration with team members, partners, global Tungsten division heads, and Chief Executive Officer
* Provide accurate reporting of pipeline, forecast and opportunity development through internal tools and other systems
* Engage and gain support of appropriate internal resources so as to effectively win business (Pre-Sales, Supplier Campaigns, Marketing, Programme Management etc.)
* Develop processes and methodologies and  implement tools to make supplier enrolment effective & scalable
* Establish the most effective I/O’s of the Supplier Sales function
* Contribute via the Chief Revenue Officer to the overall strategic management & development of the total business

Experience and Knowledge:

* Experience managing and leading an internal sales team is essential
* Excellent new business sales track record, winning new clients
* Experience managing a high volume of opportunities concurrently is essential
* Ability to manage the entire sales process through to closure
* Achievement of Revenue quotas and other targets and metrics as may be established and modified from time to time

Education:

* Degree qualified or equivalent

Personality & Attributes:

* The ability to work a multi-language multi regional team
* Proven ability to partner the business and build strong client relationships
* Strong analytical and problem solving skills
* The ability to articulate and document clear business requirements tailored to audience
* Strong communication skills; both written and oral, with the ability to negotiate and influence others
* Flexible attitude to work, ability to juggle, prioritise and manage to tight deadlines