

Sales Performance Coach
Darlington

This is a rare opportunity to join one of the UK's foremost vehicle rental specialists and take a central role in improving the quality and volume of business generated in our SME customer base.

As a Sales Performance Coach at our Head Office, you will share the influencing skills, relationship building knowledge and sales approach that made you a success story with a team of office-based, Inside Sales Executives. Your colleagues will view you as our in-house 'sales' expert and day-to-day, you will spend significant, quality coaching time with each team member to deliver a personalised, results-focused upskilling plan.

Alongside our traditional, telephone-based inside sales approach, we are implementing a multi-channel, online strategy to optimise how we build relationships with existing and prospective clients through digital platforms. You will undoubtedly be an influential figure in ensuring we get this right; your coaching and mentoring ensuring your colleagues have the right skillset and aptitude to take advantage of these new opportunities.

You report to our Inside Sales Manager and, although you do not have line management responsibility, the value of your impact will be immediately visible on the team's performance with increased customer acquisition, reduced customer churn and consistent revenue growth highlighting your successes.

Ours is a busy, engaging place to be and we are certain there is lots of room for further success from our SME teams, with the right person heading the way as Sales Performance Coach.

About you

- Firstly, you know sales inside out and thrive in customer-focused, B2B environments - you have been a successful sales executive or account manager in your own right.
- You are a natural coach, with a proven track record of sharing your knowledge and experience to improve sales performance in others - nothing gives you more job satisfaction than seeing a colleague you have supported doing well.
- You have a common sense, commercially minded business approach - you clearly see areas for improvement and how best to implement coaching solutions to maximise new opportunities.
- You get involved in every part of your business - you take pride in understanding exactly what makes your business tick and lead by example, setting high standards.
- You build your success on great relationships - whether a colleague or a customer you understand what is important to those you speak with and meet. As Sales Performance Coach, you will know just how get the best out of people.

As Sales Performance Coach, we offer:

- A rewarding starting salary with a realistic OTE of up to £50k per annum
- Additional employee benefits (including employee assistance, life assurance, pension, retailer discounts etc.)
- A clear career development pathway and our commitment to supporting your professional development.
- A sociable, modern Head Office environment home to a great mix of people.

Be part of the future of vehicle rental

If you would love to have a positive influence on our amazing Inside Sales teams, we encourage you to find out more. Apply today via our website or email your CV to apply@northgate.careers.com