

**Inside Sales Manager**  
**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 Inside Sales Manager, we are looking to you to create an engaging, high-energy sales environment, setting clear revenue targets and implementing strategic planning for two Performance Coaches and their groups of office-based inbound/outbound telesales account management, new business and appointment setting teams.

Overseeing performance and developing a robust multi-platform, customer journey framework with well-defined touchpoints and consistent brand positioning, your aim is simple to define – shape the people, performance and processes around you to realise optimum revenue from our branch network and direct sales channels.

As a proven senior sales manager, you will undoubtedly be an influential figure in our Sales and Marketing community playing a pivotal role in developing, executing and monitor campaigns to maximize profitability as well as keeping brand focus. 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 Inside Sales Manager.

**About you**

- Firstly, you are a proven sales manager who thrives in customer-focused, B2B environments - you are a successful inside sales, telesales or account generation manager.
- You are a natural leader, with a proven track record of delivering outstanding business-to-business sales performance through others - nothing gives you more job satisfaction than seeing your team exceed expectations
- You have a data-focused, commercially minded business approach – you are able to produce accurate performance forecasts and analyse CRMs, sales pipelines and customer behaviour, segmenting them to create exceptional insights to secure new business and retain loyal customers.
- 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 Inside Sales Manager, you will know just how get the best out of people.

**As Inside Sales Manager, we offer:**

- An exceptional package of over c.£50k per annum (incl. salary, car allowance, commission etc.)
- 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 join our amazing team as Inside Sales Manager, we encourage you to find out more. Apply today via our website or email your CV to [apply@northgate-careers.com](mailto:apply@northgate-careers.com)