



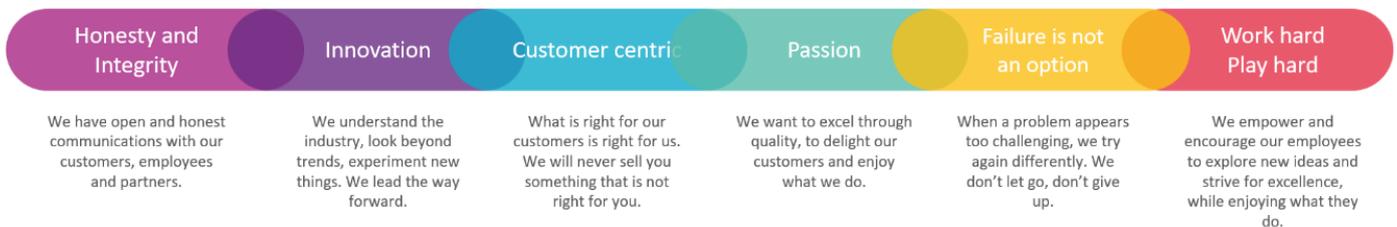
Head of Sales

About Us

Aura is a Leading Global Managed Services company based out of London. We proudly partner with some prestigious global organizations supporting them through a significant level of growth, following high levels of investment. As an organization that specialises in business transformation, technology solutions and professional services, we stand out by delivering excellent levels of customer service. With this comes investment into technology, and an environment where you will have a strong level of autonomy, and the freedom to drive change, with backing from senior leadership.

The culture is fantastic, and certainly the right environment to build a career, with industry-leading benefits, and a modern outlook to the work-life harmony of staff.

Our Values



The Role

This is a crucial role for the business at an exciting time of growth, this is a senior role within the business responsible for directly managing and growing the company's global sales team. Your responsibility will be to proactively drive greater sales from our main Lines of Business: both channel and direct end users (mid-tier and large multinational). As well as generating new business strategies, there is a requirement to shape our sales organisation and scale business revenues. You will report into the Chief Operating Officer and therefore directly support the leadership function with the data required to grow and take the sales capability to the next level. This truly is an excellent opportunity to shape something within a growing organisation whilst taking your own career to the next level.

Who are we looking for?

You will be an experienced and proactive sales individual, with experience leading and managing a successful field-based sales team. To fit with our positive culture and values we're looking for a natural leader with excellent interpersonal skills and proven sales ability. Candidates should have previous new business sales experience in a B2B environment, be commercially astute with the ability to coach and mentor experienced sales individuals. Our ideal candidate would provide their own energy to positively drive the sales team and be an evangelist for the Aura business. There's a requirement for you to be confident and experienced in a solutions-selling environment within the technology industry. An inherent ability to create a balance between encouraging creative commercial thinking amongst the team and bringing your own new ideas to the table.

Responsibilities

- Responsible for directly managing a sales team across the UK and US
- Develop and maintain monthly/quarterly/annual sales plans and forecasts
- Work with the marketing function to determine a solid strategy towards growing the sales pipeline
- An ability to work collaboratively to address the needs of our customers and prospects



- Ensure communications are coordinated, supports sales plan objectives, and meets targets
- Establish and measure team and individual KPI's and metrics and support team members to consistently surprise and delight our customers and partners
- Pro-actively coach and mentor sales team members to exceed their targets, KPI's and personal potential
- Support team members to generate net new business and revenue opportunities, with the ability to provide a supporting role in negotiating complex deals
- Demonstration of a structured approach to planning and reporting activity against targets, driving leadership decision making through data aligned to the overall business strategy
- Ensure the sales team adhere to company policies and procedures
- A clear ability and proven methodology to managing multi-channel selling strategies
- Recommend sales strategies for improvement based on market research and competitor analyses
- Implement a structured and documented approach to business development across the team

Qualifications & Skills

- Excellent sales skills developed through at least 5 years' business development experience, ideally in a service business and preferably with an equivalent industry player
- Demonstrable experience in a field-based sales management role
- Previous experience of the telecommunications/tech marketplace with an appreciation of technology
- Proven track record of leading an overachieving sales team
- Proven track record of meeting personal targets and KPI's
- Experience working at all levels of seniority and the ability to sell and negotiate at C level
- Proven ability to influence cross-functional teams
- Impartiality, fairness, and the ability to respect confidences
- Strong leadership and team building skills
- Verbal, written and interpersonal skills necessary to explain complex solutions in simple terms
- Affinity for new and disruptive technologies
- High motivation and the will to succeed
- Strong background in account planning, proposal creation and delivery, combined with proactive customer management skills

Reporting to – Chief Operating Officer

Location: UK – London Office

Package:

- Competitive Salary and Bonus
- Company Pension Scheme
- Company Health Insurance

How to apply:

Email your CV to: jointheteam@auraalliance.com

Subject line: Job opening and your full name.

After emailing us, you will hear from us in less than 15 days.

Not the job for you? Share it with a friend that you know will be perfect for this role!