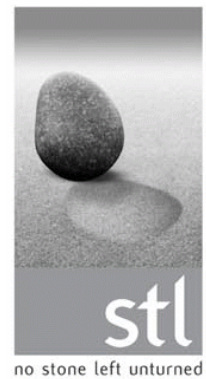


JOB DESCRIPTION

Position: Regional Field Sales Manager (Midlands & North)
 Line Manager: Sales and Marketing Director
 Hours: 37.5 hours per week
 Holiday: 25 days



Company Background	Formed in 1974, STL Group is the largest independent property search company in England and Wales. We have been meeting the needs of legal, conveyancing and property professionals for over 35 years.						
Job Purpose	To manage/develop an existing account portfolio and develop new business in the Midlands and north of England, to acquire, retain and grow revenue.						
Key roles and responsibilities	<ul style="list-style-type: none"> • To generate, develop and close new business sales, although some initial appointments for new clients will be made for you • To develop existing client accounts by introducing new products / services • To follow up on and convert marketing campaign and sales leads • To meet and aim to exceed set sales targets • To produce and maintain accurate sales forecast and pipeline information for management reports • To analyse margins and set relevant pricing for clients • To deal effectively with customer service issues • To work with the marketing team to develop new propositions • To attend and participate in trade shows, exhibitions, seminars, networking events, dinners and road shows as required • To attend internal sales and other meetings as required • To maintain in-house sales and marketing database systems • To provide relevant product / sales training for staff • To train clients to use our online order system 						
Skills and experience required	<ul style="list-style-type: none"> • Extensive sales experience with a proven track record of consistent, high achievement, preferably in a B2B environment. • Demonstrable account management skills (with considerable experience of building and maintaining excellent client relationships) and strong new business development skills, ideally within a field-based sales environment. • Experience in the conveyancing, property search or Home Information Pack industry is desirable. • Can communicate and sell clearly and effectively in all relevant media: face-to-face, telephone, e-mail, letter etc • Excellent interpersonal, negotiation and influencing skills. • Must be numerate to work out various pricing structures 						
Packages used	<table border="0" style="width: 100%;"> <tr> <td>Powerpoint</td> <td>Excel</td> <td>Sterling (in house database)</td> </tr> <tr> <td>Word</td> <td>Internet</td> <td>Outlook</td> </tr> </table>	Powerpoint	Excel	Sterling (in house database)	Word	Internet	Outlook
Powerpoint	Excel	Sterling (in house database)					
Word	Internet	Outlook					

Other	<ul style="list-style-type: none">• Full driving licence required
Type of person	<p>You will be:</p> <ul style="list-style-type: none">• Presentable, sales-focused, ambitious, well organised, confident, reliable and honest.• Driven, determined, resilient and able to resolve issues, overcome barriers and close a sale.• Happy to travel as you will be out on the road.• Able to work out of hours and stay away overnight when required• Able to work on own initiative as and when required• A team player with a client focus (internal and external)• Methodical in keeping and maintaining accurate records• Able to adopt a “can do” attitude with a flexible approach• Good sense of humour.