

Head of Sales

Contract Type: Full Time, Permanent

Salary: £35,000 - £45,000 + Sales Commission.

Additional Benefits: Share Options based on meeting sales targets, Pension

Location: Southampton Science Park, Southampton, UK

A unique opportunity to join one of the most promising SMEs in Southampton. Dynamon is revolutionising the efficiency of the commercial transport industry using technology that helped Team GB win more Olympic Medals.

Dynamon has developed a software and consultancy service, which analyses telematics data, to identify the best method of reducing fuel cost and emissions. This helps fleets guarantee they are providing a low cost, environmentally friendly service, so they can focus on what they do best: providing a fast, reliable service.

Dynamon is looking for a senior sales person with experience in the commercial transport industry to manage sales and to contribute to ongoing product and business development.

All candidates must be able to:

- Identify and develop leads from an early stage
- Provide ongoing account management and development
- Develop, define and deliver a business plan and sales strategy
- Ensure attainment of company sales goals and profitability through direct personal selling
- Manage the performance and development of a growing sales function
- Initiate and coordinate development of plans to penetrate new markets
- Lead the preparation of RFP's, develop and maintain sales forecasts and reports
- Analyse sales statistics, review market analysis to determine customer needs, volume potential and price schedules to formulate policy and develop sales campaigns
- Recruit, hire and train/coach Sales Executives for maximum performance.

The ideal candidate will:

- Possess a minimum of 10+ year's sales experience with 5+ in sales management
- Have a tech sales background
- Have an established network in the commercial transport sector.
- Be a natural leader with a strong history of developing and delivering strategy
- Demonstrate strong and proven leadership skills

The successful sales candidate can expect an initial basic salary of 35-45k plus additional benefits.

For further information and to apply, please contact Angus Webb:

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