

SALES MANAGER – JOB DESCRIPTION & PERSON SPECIFICATION

We are looking for an experienced Sales Manager to lead and motivate our busy sales teams.

Who are we? PPSS Group is an internationally recognised firm specialised in the development and supply of high performance personal protective equipment, clothing, and workwear. Offering protection from edged weapons, blades, hypodermic needles, blunt force trauma, and human bites. We have several well-established brands, BitePRO®, SlashPRO® and CutPRO®, each designed specifically for various sectors, such as the healthcare industry, security and the sheet metal and glass industries.

You will be working closely with our sales teams to drive them into maximising sales by:

- Managing the day-to-day activities of the sales teams
- Build on, and improve existing sales strategies
- Developing a SMART KPI structure
- Holding regular sales meetings to monitor KPIs so you can support adequately
- Present sales forecasts and other sales data to Board of Directors at monthly director meetings
- Stretch and challenge the sales teams
- Personally take care of some of our more strategically important clients/key accounts
- Assist the sales teams with new lead generation
- Offer in house training and workshops to new and existing sales staff
- Promoting and embedding workplace values and adhering to policies and procedures

You will need the following skills and qualities:

- Be a strong leader
- Management and leadership experience is essential
- Highly engaged, motivated and ambitious
- Able to inspire and motivate, to get the best out of our salespeople
- Takes ownership of problems and makes sure they are resolved
- Excellent communication skills
- Strong organisational skills
- Capable of working under own initiative

This is an office-based role at our headquarters on Thorpe Arch Business Estate near Wetherby, West Yorkshire.

Salary: £36K - £39K

Working hours: Mon – Fri, 0845-1715

Benefits:

- Fridays are a work from home day
- Free parking
- Company pension
- Casual dress

