

Job Description



Position title	Regional Head of Sales
Date	April 2024
Line Manager title	General Manager I&C
Grade	6

Purpose

Reporting to the regional I&C general manager the regional head of sale will be managing multi-functional regional sales team.

Responsible for all sales across region and direct management of the regional sales team, Inside Sales Manager and their team, and the Senior Sales Co-ordinator.

Recognise growth targets from business strategy in line with portfolio business requirement whilst maintaining margin integrity.

To Facilitate niche market opportunities, to build Suez profile in market and heighten brand awareness.

Build successful Sales team with culture of 'winning'.

Key responsibilities

Managing whole regional sales function to achieve targets.

Develop people through training and coaching to ensure each team member has the skills for both current and future roles. Ability to recognise talent within team.

Maximise talent through PDR process

Utilise employee engagement through employee surveys.

Working with the Regional I&C general manager to create pricing strategies to achieve maximum growth whilst offering clients value for money.

Ensure sales tools are utilised and all activity recorded accurately on CRM.

Responsibility to travel to relevant sites when needed.

Skills

- Proven track record of developing people ensuring sales team are given the knowledge and skill base to offer a solution based sales.
- Commercial awareness and demonstrate history of winning new business with solution based sales.
- Devise and implement process for sales team to build effective qualified pipelines for agreed customer profiles.
- Identify and devise marketing plans for market penetration within regional territory.
- Using SUEZ triple bottom line approach recognise SUEZ USP's to penetrate market.
- Data accuracy monitored and managed across all systems.
- Ability to be flexible in approach to teams and dynamic in resource management and market infiltration.
- Monitor sales are agreed within agreed margins and set KPI's for teams to manage activities.
- Induct and train new staff to understand, SUEZ, systems and processes to achieve success.
- Ensure new business is won liaising with relevant stakeholders to ensure customer experience is excellent throughout mobilisation process.

Behaviours

- Excellent Communication to ensure clear message is given to all stakeholders.
- Strong but open and approachable leadership style.
- Experience of building successful teams
- Recognise and reward success to develop a winning culture.
- Target driven.
- Dynamic sales approach.
- Use of Sales tools.
- Regular benchmarking against competitors.

Knowledge

- Knowledge of Waste a recycling market advantageous
- Understanding of legislation changes and how it will affect customers recognising both risk and opportunities.
- Understanding of Competitors in sector.

Specific candidate requirements

- Minimum of 3 consecutive years managing a multi-functional sales team for both inbound and outbound sales opportunities.
- Experience of working alongside marketing in delivering dynamic sales campaigns backed with marketing literature.
- Proven track record in delivering and exceeding sales targets.
- Commercial understanding of bid process and demonstrate success in winning business through Sales process including delivering presentations to stakeholders at all levels.
- Open communication skills, experience of building successful teams
- Strong financial understanding delivering growth at required margins.
- Knowledge of Waste and Recycling market advantageous.

Please note: The content of this job description reflects the main duties and responsibilities of the job and is not intended to form part of the contract of employment. SUEZ may revise the content of the role and responsibilities at its discretion.