



INTERNATIONAL

UHS GROUP JOB DESCRIPTION

Job Title: UK Sales leader
Reporting to: UK Country Leader

ROLE OVERVIEW

We are looking for a dynamic and highly motivated individual to lead and develop the Business Development team. They will have previous success in accelerating the growth of sales, meeting company revenue and GP targets, developing sales strategies, tactics, action plans as well as having their own individual sales target.

The successful candidate will be energetic and be able to demonstrate the ability to sell, build and maintain long lasting internal and external relationships and manage transformational change in a same and or similar business/market landscape.

This is an exciting opportunity for a high performer to join an international business.

ROLES AND RESPONSIBILITIES

Lead, motivate and develop BDM team to ensure the team:-
Own and hit/exceed annual sales target - individual and team.

Develop and execute strategic plans to achieve sales targets, expand the customer base and maximize sales opportunities from marketing / product led activity / and knocking on doors

Build and maintain long lasting customer relationships, partnering with customers to understand their business needs and objectives.

Creating and establishing strategic partnerships through long term relationships

Effectively communicate the value proposition through proposals and presentations

Understand market/product specific landscapes and trends

Take responsibility for sales forecasting, pipeline management, account planning and driving the use of sales systems to capture and analyse data

ATTRIBUTES REQUIRED

- Leadership Skills, Ability to communicate, present and influence all levels of the organization
- Ability to define, manage and drive the sales process from plan to actuality.
- Ability to articulate the distinct aspects of products, services, the value proposition and to position products / solutions against the competition.
- A high degree of commercial acumen with the ability to find creative business solutions to problems.
- Highly proficient at analyzing data, building reports and making strategic recommendations based on data and trends.
- Excellent listening, negotiation and presentation skills

#MAKEASTATEMENT



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- Hungry for results and entrepreneurial type attributes, confidence in closing deals, relationship builder. Always wanting to go the extra mile to close a deal.

UHS International is a forerunner in the hospitality furnishing industry, continually inspiring, creating and finding ingenious and beautiful solutions for restaurants, bars hotels and workspaces. We have main bases in Clerkenwell, Oxfordshire, Italy, France and USA, giving us an international presence which puts us right at the forefront of furniture solutions being delivered internationally. We boast an enviable customer base of household names such as Soho House, KFC, Pret, Costa, Hilton, Marriott and Accor.

Benefits

Highly competitive salary with commission scheme.

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