

Job Title: Sales Manager
Reports To: Chief Revenue Officer

Job Summary

At Bytron we believe that at the heart of every great company is a team of brilliant, driven professionals. We're a values-led Company and aim to ensure all our employees feel valued, supported and motivated to achieve their very best. Our aim is to exceed expectation and create innovative digital products that make information more accessible and useful, enabling people to achieve more.

As a member of the Commercial Team, the Sales Manager will work collectively with the wider team and under the direction of the Chief Revenue Officer to ensure that individual, team and business targets are achieved for our skybook software solution.

Our Sales Managers have responsibility and accountability for business development processes for the company, with the primary focus on maintaining customer relationships and generating new business opportunities.

Location

Headquartered in the North Lincolnshire village of Kirmington, we also have offices in Hull, East Yorkshire and fully support a remote working schedule.

Accountabilities

- Generate and qualify new business leads, manage day-to-day inbound sales enquiries
- Progress sales enquiries from initial contact through to contract signing
- Develop new business opportunities and maintain an adequate qualified pipeline to facilitate delivery of quarterly and annual commercial quotas
- Attend industry conferences and commercial events to support delivery of sales targets
- Work with the Marketing Team to ensure that our product placement is effective
- Manage the end-to-end sales process, ensuring that the quality of service is outstanding
- Work with the technical team to keep abreast of skybook roadmap developments, ensuring that new product features are communicated to current and potential customers in order to increase sales revenue
- Keep up to date with competitor movements within the aviation software market
- Contact/visit potential clients to demonstrate products/negotiate terms and close sales
- Maintain contact with current clients via our Customer Account Managers
- Any other duties as requested by the Chief Revenue Officer

Experience, Skills and Knowledge

- A results driven Business Management graduate with relevant proven commercial B2B sales experience
- Demonstrable proof of effective prospecting to ensure that our products are demonstrated to key decision makers within the aviation industry
- Outstanding enthusiasm, passion and the determination to succeed
- Demonstrable experience in lead generation with the ability to qualify genuine opportunities from these leads
- Excellent communication skills, both written and verbal

- A natural enthusiasm and passion for sales alongside a determination to succeed
- Must be a confident communicator that is able to express the true value of the product to the customer during product demonstrations
- A desire to continually learn, pick up new skills and increase your knowledge of the sector and products
- Experience working in an airline supply chain environment would be an advantage
- Self-motivated and hard worker - we encourage working smarter and being proactive
- Ability to receive feedback positively - we encourage openness and work together to improve ourselves, our products and our services and sometimes this means giving and receiving feedback from peers
- Putting the customer first and using quality as a prime driver of outcomes - quality over quantity is important in everything we do
- Desire and willingness to learn and grow with us - we want to see passion; this means going the distance in developing your skills and using those skills to benefit the company and the products
- A team player - we are a values-led organisation and actively promote a great working environment, positive team spirit and inclusivity

Staff Benefits

- Excellent base salary (£35,000 per annum) plus uncapped commission structure (potential OTE £90,000+)
- 25 days annual leave (rising with service length) plus public bank holidays
- Company pension scheme
- Flexible working
- Holiday purchase scheme
- Enhanced Occupational Sick Pay Scheme
- Enhanced maternity/paternity/adoption leave

*Applicants must have the right to live and work indefinitely within the United Kingdom

*This post is not open to recruitment agents