



Job Title: Head of Sales

Reporting to: COO

Location: London Bridge

Starting salary: DOE

If you are a talented, innovative and ambitious individual, with experience managing a sales team, and looking to play a key role in a successful, rapidly expanding company, Smarter Applications can offer you the challenge and opportunity that you are looking for.

Key features:

- High commission structure
- Quick career progression
- Be a part of the Smart Home revolution
- Work with a talented and friendly team
- Lovely new office in London Bridge
- Genuine opportunity for a talented individual

Background

Smarter is an award winning British connected home company with a product range that connects existing appliances to the internet, allowing you to control them from your phone. At Smarter we design, manufacture and distribute our products throughout Europe and the US, with customers such as Curry's, John Lewis and Best Buy. We are a passionate team of 25 people based in London, with plans to expand the business globally. Growing at a rate of 300% we are set to become one of the fastest growing UK technology companies.

Main tasks and responsibilities:

You will be expected to:

- Set and deliver sales strategies.
- Set sales KPI's to manage activity within the sales team.
- Oversee the day to day management of the sales team, ensuring they are on track for achieving KPI's.
- Hire, grow and develop the sales team.
- Collaborate with the Marketing Team.

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- Arrange for the company to attend relevant industry events and conferences.
- Report on activities against targets to the C-Board on a weekly basis.
- Research potential target industries and customers.
- Drive sales leads.
- Attend external meetings with customers alongside sales team.
- Manage the full P&L and reporting back to the C-Board.
- Build working relationships with external key stakeholders i.e. retailers and Distributors.
- Build working relationships with the management team.

Experience and Skills

The following experiences are essential, in order to be considered for employment:

- Highly motivated with a genuine drive to succeed.
- Excellent presentation, excel and mathematical skills.
- Excellent negotiation skills.
- A confident leader.
- Experience in achieving time sensitive sales targets.
- Experience working in a start-up company.
- Experience in having full P&L management.
- Experience in Direct to Consumer sales – B2C.
- Experience in managing retailers and distributors .
- Experience with UK Consumer Electronic retailers.
- Experience with premium brands.
- Experience in managing revenues of £5m+.
- Experience of working in small teams.
- Experience in building successful teams.
- Experience in Marketing/ an understanding of Marketing is desirable.
- Relevant industry experience.

Job Type: Full time, Permanent

Please ensure all applications include a covering letter and CV, with a minimum of 2 referees from previous employments.

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