

Sales Manager

Department: Sales
Location: 50 Featherstone Street, EC1Y 8RT, Central London
Reports To: UK Head of Sales / UK CEO
Hours: Full Time (37.5hrs)

As a result of continued expansion; a rare and exciting opportunity has arisen to join a successful sales team as a Sales Manager.

YouGov is currently seeking to recruit an experienced and ambitious Sales Manager to lead their team of sales executives promoting three of YouGov's core product offers (BrandIndex, Omnibus and Reports) working out of the company's offices in Old Street. We are looking for an individual with loads of charisma that always wins people round - a natural motivator and driver of people.

Overall Objective

- To drive, manage, motivate and attain successful results from the BrandIndex, Omnibus and Reports product sales teams
- To develop new business from new clients
- To support the Head of Department / CEO in the development of the sales activity

Key Responsibilities

- Sales and promotion
 - To agree targets, both financial and activity based with the Department Head / CEO and deliver on these targets
 - To ensure sales targets are being met for the YouGov suite of products through the sales team
 - To performance manage and ensure the team hit KPIs as needed for successful results, this includes training, coaching and firm performance management as required
 - To recruit to, replace and grow the product sales teams as required
- Organisational management
 - To liaise with the product owners (i.e. internal clients) within the business, agreeing targets, campaigns and activity as required
 - To contribute to the wider management of YouGov as required
 - To ensure client satisfaction and to represent YouGov plc in a professional and ethical manner at all times. To ensure queries not relevant to the department are passed on to the relevant contact or department promptly.
 - To protect YouGov in all client relationships and act with integrity at all times.
 - To operate with a strong commercial awareness in order to minimise exposure and ensure quality business is generated and retained.

Skills required

- Ability to manage, motivate and drive a team of sales staff so that targets are met (and exceeded where possible)
- Proactive account management and sales focus
- Strong initiative, negotiation and influencing skills
- Problem solving, analytical and numerical skills

- Ability to self-organise and self-manage
- Strong business and commercial acumen
- Good presentation skills
- Excellent interpersonal skills
- Good written, oral and electronic communication skills

Personal attributes

- Self-discipline
- Self motivation
- Positive attitude
- Excellent organisational skills
- Professional attitude

Experience required

- Excellent track record of sales management and performance
- Related industry experience (evidence of targeting clients with a professional services offer - ideally research based)

Education and qualifications

- Educated to further education level
- Fluent written and spoken English

This is not an exhaustive list, and you will be expected to be flexible in your approach to carrying out your duties, that may change from time to time to reflect changes in the Company's circumstances. This will include providing cover for colleagues as required. The Company therefore reserves the right to vary the job description in consultation with you.

All YouGov plc employees are expected to comply with the Company's policies, rules and procedures as outlined in the handbook, health and safety manual and all other publications.

Please send your CV and covering letter to vacancies@yougov.com