



Sales Coach

SALARY Negotiable

HOURS Flexible

LOCATION Basildon

We have an exciting opportunity for an experienced Sales Coach to join our busy and expanding sales function. You will be multi-skilled with a proven record of successfully transforming individuals and teams.

This is a varied role where you will be required to deliver classroom style training, one to one coaching and in role support. You will be encouraged to introduce your own ideas and expected to work both strategically and creatively.

The role will see you work with our new hires as they move through the early stages of their career; you will support them on their journey to success and ensure that the skills developed from your involvement enhances productivity. There will also be the opportunity to work with our existing team; their ability levels and experience vary so you will be expected to adapt your style and tap into what makes them tick.

You will know when to provide answers and when it's time to switch to the non-directive method of encouraging self-solution. You will produce written documents to support learning and monitor understanding, action and effectiveness.

The role will suit a confident and motivated individual with experience of delivering sales and customer service training to all levels. Your skills and experience will enable you to support all stages of customer/prospect interaction from an initial call to providing a post-sale service that will wow. You will focus on the professional development of our sales function and success will be measured by an overall increase in organisational performance.

This is a hands on position where your visibility and presence within the team will be felt. You will hit the ground running and be expected to quickly gain an understanding of our business and people. You will understand the importance of providing material to support learning, however will place greater importance on verbal communication. You will know that repetition of the right behaviours builds habit and be experienced in providing welcomed recognition and using consequences to an advantage.

We are open to both full and part time applications We are a work hard, play hard organisation; our success brings rewards like worldwide incentive trips and big nights out. We offer an attractive holiday package, on-site parking and pension scheme. Salary will be dependent on experience so please detail this in your application.