**Job Description**

**Job Title** Enterprise Sales Manager

**Department** **​**School of Technology​

**Location** **​**Home based​

**Additional details** Nationwide Team

**Contract type** ​Full time and permanent​

**Hours of work** Monday to Friday, 0900-1730

**Reporting to** Head of Enterprise Sales

This is a fantastic opportunity for a commercially minded sales leader who thrives in growing key client relationships, motivating teams, and turning sales and account management activity into measurable growth.

**Job Purpose:**

The Enterprise Sales Manager will lead and optimise the performance of our Account Directors with a focus on growing market share and driving new business acquisition for technology training solutions.

This role centres on building and managing a high-performing account management team, who are responsible for maintaining and growing relationships with our key clients. Reporting to the Head of Enterprise Sales, you’ll also be responsible for improving the accuracy of sales forecasts and driving operational excellence across all aspects of sales performance and process.

**Key Responsibilities:**

* Lead, coach, and develop a team of Account Directors, who are focused on building relationships with our key clients, as well as generating new ones
* Measuring performance and progress against monthly objectives
* Set clear KPIs around account management and outreach activity
* Driving and delivering the successful performance of the team
* Foster a results-driven culture with a strong focus on professional development, collaboration, and accountability
* Own the operational performance of Enterprise
* Carrying out regular 121’s and reconciling the CRM to ensure accurate forecasting
* Managing and maintaining the quality and reliability of sales data in Salesforce
* Monitoring of dashboards and reports to track sales performance
* Recruitment, onboarding and training of new team members, coach and mentor junior members of the team and underperforming team members
* Maintaining team resources – product related materials and work instructions
* Work with marketing and commercial stakeholders to optimise campaigns and targeting strategies

**Skills, experience & qualifications required - Essential**

* **5 years+ in a sales management role**, preferably in a key client or B2B function, and in a technology or education/training environment
* GCSE English and Maths at grade 4 or above
* Strong commercial acumen and understanding of the key client buyer journey and lead qualification frameworks (e.g. BANT, MEDDIC)
* Proven experience leading or directly supporting account management/growth teams
* CRM Salesforce experience
* Strong capability with data analysis and sales forecasting comfortable interpreting performance dashboards and presenting data
* Advanced knowledge of Excel (Filters, Pivot Tables)
* Ability to take ownership of projects from planning through to execution
* Strong attention to detail and organisational skills

* **Skills, experience & qualifications required - Desirable**

* Bachelor’s degree in business, marketing, operations, or a related field (or equivalent professional experience).
* Ability to use Power BI
* Sales operations experience with proficiency in creating reports, optimising processes and training new hires