

SALES MANAGER

Ludlow

Reporting & Accountable to Company Directors (CD's) and PA to CD's.

COBB
AMOS

SALES | LETTINGS | AUCTIONS
LAND & NEW HOMES

Overview

We are looking for an experienced Estate Agent to join our management team. This role is suitable for someone who is currently managing or someone who is currently a senior negotiator looking to take the next step in their career.

Responsibilities

- Developing and implementing strategic sales plans to achieve company goals and targets
- Managing and leading a team of sales negotiators & valuers, providing guidance, training, and support
- Identifying new business opportunities and developing relationships with potential clients
- Conducting market research and analysis to identify trends, competitors, and customer needs
- Collaborating with other departments to ensure seamless coordination and execution of sales strategies
- Monitoring sales performance metrics and providing regular reports to Company Directors
- Staying updated on industry trends, and services to effectively communicate with the team and clients.

Personal Characteristics

Characteristic	Importance
Proven experience as a Sales Manager/Branch Manager/Senior Negotiator in Estate Agency	Essential
Strong leadership skills with the ability to motivate and inspire a team	Essential
Manage performance of team through regular 1:1s, reviews and morning meetings	Essential
Influence results through effective action planning and delivery of the plan	Essential
Excellent communication and negotiation skills	Essential
Ability to build and maintain strong relationships with clients	Essential
Proven track record of meeting or exceeding sales targets	Essential
Knowledge of CRM software and sales management tools	Essential

Additional Notes:

We offer a competitive salary packages including base salary plus commission, car allowance, and opportunities for career growth. If you are a results-driven individual with a passion for sales and leadership, we would love to hear from you.

Working Hours

- Full time
- 37.5 hours per week + Rota Saturdays

Working Location

- Ludlow Office based.

Please submit your resume for consideration.