

# Head of New Business Sales - Early Careers.

Location: Moorgate, London

Start date: December 2022

Salary: Competitive plus commission, depending on experience

Details: Full time, permanent, hybrid working, 3+ years relevant experience

Application deadline: 9 December 2022

## Overview

*Are you an experienced Sales Manager with a passion for education and a talent for building rapport quickly and establishing trust?*

We're looking for an ambitious and motivated Head of Sales to join and take a leading role in our Sales Team, with responsibility for generating new business with Employers for our fast-growing company. If you are looking for an organisation where you can establish yourself, build your team and work alongside some of the most talented, driven and caring people in the industry, Uptree might just be the place for you.

## Let's paint the picture for you!

Uptree was founded to put an end to inequality of opportunity, where no young person is left behind on their journey from education to employment.

We're on a mission to be the leading platform providing young people with free careers education and experiences of work to drive equality of opportunity for all.

Check out [our website](#) to find out more about us, our values and our outreach.

## What will you do in this role?

### Sales

Create and execute a sales plan to achieve Uptree's growth goals

Lead & close your own sales opportunities

Support your sales team on closing their sales opportunities

### Lead

Define & manage the team goals & sales targets for your team

Lead, manage, motivate and support the sales team to achieve their sales goals

Train, coach and guide the sales team to develop their sales skills

Hire new sales team members as we grow

### Collaborate

Collaborate with Marketing to define lead generation campaigns

Collaborate & communicate with other teams to support internal processes

### Reporting

Ensure the CRM data is maintained & upto date

Provide forecast information on the sales pipeline

## What will you bring to the team?

The most important thing for us is finding someone who is excited about our values and mission. Here's what we are looking for:

**Sales Leadership** – An enthusiastic, positive and self-motivated team player with a strong work ethic. You will be highly organised, approachable and entrepreneurial. You will lead your team, setting & achieving team targets & working alongside the Marketing, Partnerships & Education Teams and wider company to drive business growth.

**Sales orientated** – You will have experience in enterprise sales and a track record of successfully building corporate relationships, understanding their needs & matching how Uptree can support their aims and objectives. You will have experience of managing the whole sales process including presentations, proposals and handling objections. You will have a disciplined approach to daily activity planning, setting goals and achieving success.

**Strategic**- You will design and implement strategies with Marketing to achieve strong lead generation from early career teams and build effective approaches to build our sales pipeline. You will gather input from the market and employers to assist in creating compelling propositions.

**Communications** – You will be an excellent communicator both verbally and in writing. You will have strong objection handling and negotiation skills as well as being confident presenting to large groups of people

**Organised** – You will be organised ensuring that you and the team follow up in a timely way on all leads and meetings and that proposals are of a high quality. You will ensure that all meetings are documented and the sales CRM is kept up to date.

**Making a difference** - We want you to bring passion to Uptree, to be genuinely excited about our mission and values, and to care about the work you are doing every day. You will want to get involved in meaningful activities that make a difference to the lives of young people

**Experience** - You will have a track record of overachieving sales targets for 3+ years in a similar sector. Ideally you will have experience of working in B2B sales within a Edtech or HR Services Organisation

## How will we reward you?

- **Impact** - We put young people first, change lives and make society a better place.
- **Wellbeing** - We might be biased, but our perks are pretty amazing. You'll have lots of holiday, an annual company team day, regular team socials, summer working hours finishing at 1pm on Fridays, and an extra hour off a month with a well-being budget to spend on something you enjoy doing. You also have the freedom to design your working pattern in a way that suits you best around core hours.
- **Personal Growth** - We have ambitious goals to scale our partnership operations over the next year. You'll play a key role in this as an early hire.

## How to apply

Please send a CV and covering letter to [jobs@uptree.co](mailto:jobs@uptree.co)

Your covering letter should show why you'll be great for this role as well as answering these two questions:

- 1) Briefly describe your involvement in an Early Careers role - either with an employer or with a recruitment agency or an early careers education provider similar to Uptree
- 2) Briefly describe why your know-how and experience would be relevant for this role

The most important thing for us is finding someone who is excited about this role. We want to work with the best people, no matter their background. So, if you're passionate about learning new things and keen to join our mission, you'll fit right in.

Also, qualifications aren't that important to us. If you've got great experience, even if only a tiny bit in some of the areas, and you're a team player, we'd like to hear from you.

And because we believe that diverse teams work the best, we'd especially love to hear from you if you're from an under-represented demographic.

If you would like to have an informal conversation about the role, please reach out and we'll set up a chat with the Hiring Manager.

*If you have any questions on the application process or have a disability or health condition that impacts your ability to complete this application or interview then please email [jobs@uptree.co](mailto:jobs@uptree.co). You will know what works best for you, and on reaching out we will together understand what is suitable.*

*We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender, gender identity or expression, or veteran status and are proud to be an Equal Employment Opportunity and Affirmative Action employer.*

*Please note, all Uptree staff are required to have an enhanced DBS check as part of their role, given the nature of our business. Any information given will be treated in the strictest confidence. Suitable applicants will not be refused posts because of offences which are not relevant to, and do not place them at or make them a risk in, the role to which they are applying.*