

Sales Director

Norwich



The Role

We are looking for a motivated Sales Director to join our dynamic sales team in Norwich. You will be part of a leading and fast growing East Anglian accountancy firm that has six offices across the region. The full-time role involves the perfect candidate being a resourceful individual with extensive knowledge in CRM, driving and expanding services, and planning campaigns. We are looking for an organised, self-motivated individual ready to create and drive new ideas and journeys for our clients. As an expanding accountancy practice, there are opportunities to help shape the future of Aston Shaw and become an integral part of our management team.

Key Responsibilities

- Planning, forecasting and budgeting to drive business goals
- Work closely with digital marketing (e.g. website, blogs, emails and social media) to ensure brand consistency
- Effective management and development of the Sales team
- Collaborating with the Marketing team to assist in operationalising the inbound marketing leads and qualification process
- Operational support for marketing campaigns, measuring effectiveness and managing the timely follow up of all inbound leads
- Analysing trends within data to potentially improve marketing and sales performance
- Creating and presenting regular performance reports
- Working closely with the Sales & Marketing teams to define performance measurement KPIs and management programs

Requirements

- Previous experience as a Sales Executive, Sales Manager or Sales & Marketing Director
- Experience with SEO/SEM, Google Analytics and CRM software
- Experience in managing digital experience
- Proven ability to meet and exceed targets
- Team Management
- Excellent communication skills
- Highly organised individual
- Able to create and maintain long-lasting client relationships
- Strong attention to detail
- Passion for digital technologies
- Ability to analyse operational data & KPIs to make decisive interventions and recommendations and proactively resolve issues

Why Join Us?



We're a forward-looking employer with six offices across Norfolk, Cambridge and Suffolk. We're always looking to grow our business and making sure we have the right people on board is key to our success.

As an Association of Chartered Certified Accountants (ACCA) approved employer, our culture is progressive, proactive and client-focused. As a result, we can offer you a dynamic working environment with many opportunities to develop your skills, qualifications and achieve.

Benefits

- Competitive Salaries
- Ongoing, Fully-funded Training
- ICAEW Approved Trainer
- Platinum ACCA Approved Employer
- AAT Accredited Employer
- Regular Staff Parties
- Subsidised Lunches
- Monthly Staff Lottery
- Dress Down Fridays
- £100 Reward for Client & Employee Referrals
- Ongoing Charity Support
- Social and Sports Activities
- Modern, Open-plan Working Environments
- Equal Opportunities Employer

... And many, many more!

Apply today

If you'd like to find out more, or if you think you're the right person for us, then please send a CV to careers@astonshaw.co.uk or apply via the form on our careers page on our website: www.astonshaw.co.uk/careers.