

BCC/FUTURESOURCE JOB DESCRIPTION

Head of Sales

REPORTING INTO:

CEO

OFFICE:

Global (UK/US)

LOCATION:

Global (UK/US)

We provide market research to businesses around the world, aiding empowered, confident decision-making. Our expertise spans the diverse technology ecosystem through to the life sciences and is delivered through powerful datasets, specialist intelligence reports, ongoing personal debriefs and bespoke consumer and end-user research. We have over 80 years of combined experience, as a result of the unification between Futuresource Consulting and BCC Research, two leading research firms. Both have a unique set of capabilities and a rich history of driving tangible progress in businesses, academia and markets.

Expected Salary Range: £105k - £125k (or equivalent in local currencies) – Non-Commission – Bonus (based on company and individual performance)

Head of Sales

The Head of Sales for BCC/Futuresource Consulting will report into the CEO of BCC/Futuresource Consulting and manage the team of 10. You will be responsible for all sales channels and new business growth for BCC/Futuresource Consulting. The Head of Sales will be fully accountable for achieving and exceeding aggressive sales and revenue targets and building and cementing relationships with customers and partners. The Head of Sales will also be a talented coach and mentor, experienced articulator of value-based sales propositions who will build a clear sales vision and strategy for the organisation globally.

Job Responsibilities:

- Drive sales strategy in all areas including resellers, partners and Ecosystem participants
- Lead, coach, develop and motivate a best-in-class team of value-based salespeople
- Implementation, maintenance and continuous improvement process for account planning across the salesforce
- Work with marketing and product/services development to generate best-in-class product and services improvements
- Prepare and present revenue forecasts, qualified pipelines and budgets and report weekly, monthly and quarterly
- Gain a clear understanding of product and service margins, to monitor service-line contribution and value in determining focus for sales and marketing planning and campaigns
- Develop and execute plans to achieve and exceed sales targets, improve customer penetration and retention, through upsales and cross-sales of new and innovative services and products, while growing the customer base with new business sales into new and existing markets e.g.

PE/VC

- Where applicable establish/complement C-suite customer relationships with existing customers to understand, derive and deliver value-based engagements by effectively understanding, positioning and communicating our unique value proposition, service/product/competitive differentiation whilst teaching/coaching the sales team replicate this across all of their respective accounts
- Gain comprehensive and in-depth understanding of the customer value contained within the BCC/Futuresource Insights data for inclusion across all applicable products and services in the portfolio, and articulation of same in all customer presentations, and where applicable/appropriate, customer proposals
- Understand market specific landscapes, trends and changing customer requirements to affect a continual process of service evaluation, improvement and innovation enabling further/improved sales.

In the first year the Sales Leader will be expected to:

- Exceed the sales targets
- Create and implement sales strategy for services campaigns into VC, PE and related finance vertical
- Deliver 100% service and product report renewals
- Increase revenue growth per client.

Required Experience and Qualifications:

- Proven demonstrable experience as head of sales, developing client-focused, differentiated and value based products/solutions
- 10+ year track-record of managing sales teams increasing B2B sales year-on-year
- Bachelor's degree or equivalent combination of education and experience in PE/VC finance sector, market research, and/or business consulting
- Strong knowledge of financial and business operations e.g. SF.com, Hubspot etc. including forecasting, budgeting and reporting
- Dealing with and closing business solutions at C-level.

Personal Skills:

- A drive and tenacity to exceed targets
- Ability to communicate effectively, negotiate competently and persuade clients and internal stakeholders focussing on C-level contacts
- Personal sense of ownership for the department and the company values as a whole
- Ability to thrive under pressure
- The ability to earn and retain the trust of the sales team
- The ability to coach, mentor, motivate and lead employees to achieve and exceed performance objectives and sales targets
- Personal initiative to recognise and chase new business opportunities
- The ability to collaborate with other departments in marketing, process and product improvements
- High levels of energy and enthusiasm to deliver an attitude focussed on “getting things done”.

The deadline for completed applications is: Friday, 12th April, 2024.