

# A VITAL CONNECTION IN THE LINDY NETWORK

## HEAD OF SALES, UNITED KINGDOM

These are very exciting times for the Lindy Group. Due to a sustained period of worldwide growth, we are pleased to be recruiting for the position of **Head of Sales, United Kingdom**.

This is a challenging and rewarding role in a value driven company where you will be managing a Sales Team serving the UK IT and AV markets. In this role, you will be an important member of the Lindy Management team and will be expected to make a significant contribution in driving the Group corporate strategy and exceeding the company sales targets.

We are looking for someone with drive, passion, tenacity and a proven track record of B2B sales success and business development. You will have experience working and negotiating with the distribution channel and large corporate and government accounts.

You should be an inspiring and confident leader with extensive experience in managing and motivating a technical sales team. You are organized, results oriented and a fantastic communicator. You must be passionate for success - for yourself, your colleagues and the Lindy Group as a whole.

You should possess in-depth professional knowledge of the technology and audio visual sectors and have extensive experience, and a proven track record, of developing sales accounts that achieve consistent growth.

Based in our office in Stockton-on-Tees and reporting to the Lindy Head of European Sales, you will understand how to successfully develop customer accounts in our key channels. You will work in close co-operation with our Purchasing, Product Management and Marketing departments as well as other Heads of Sales within the Lindy Group to implement global growth strategies and execute effective results driven sales strategies.

### ESSENTIAL REQUIREMENTS:

To apply for this role you will need to:

- Have extensive experience of managing a B2B sales team including setting and managing KPIs and driving growth of both new and existing accounts
- Ideally have experience of working in the audio visual, technology or similar sector
- Be experienced in using a CRM system as a management tool
- Be a confident communicator

### ABOUT LINDY

Lindy is a worldwide provider of connectivity solutions and a leading partner to the IT and Audio / Visual industries.

Lindy's cutting edge technology products are used to connect, convert, share and extend digital and analogue signals throughout the residential, commercial, industrial and government sectors.

A dynamic, forward thinking technology brand, Lindy operates sales, service and logistics operations in 12 different countries. Lindy's core values combine decades of commercial experience and success with a friendly, progressive culture that thrives on innovative thinking, teamwork and co-operation.

Lindy treats employees, business partners and suppliers fairly and with respect at all times.

Lindy is a place where all employees are encouraged to grow and reach their full potential!

### KEY RESPONSIBILITIES:

- Day to day management of a sales team - setting KPIs and creating and maintaining a results driven environment
- Responsible for the development of United Kingdom key account customers, achieving and exceeding sales, market share and profit targets
- Identify and capture opportunities for business growth e.g. key account potential
- Actively participate in the preparation and enforcement of relevant legal agreements (e.g. development agreements, supply agreements)
- Manage the collection of customer feedback, gathering marketing information and completing market research
- Analyse and be aware of competitors' offerings and keep up to date with the latest industry trends and product technology developments
- Understand the technical aspects of Lindy products and the USPs we wish to promote
- Attend local and international exhibitions, meetings, seminars, conferences and trade events
- Generate monthly sales reports, including statistical data for the Lindy Head of European Sales and wider management team
- Frequent UK wide travel to meet with customers; occasional European travel to attend group meetings and events

### OTHER RESPONSIBILITIES

- Be aware of, and comply with the Lindy competences in terms of core values and behaviours, Lindy HR policies, procedures and guidelines
- Maintain a level of IT competence which enables use of company communication and reporting systems and utilisation of Microsoft Office suite (especially Excel) for monitoring sales, investment return etc.
- Ensure adherence to Lindy policies relating to Ethics and Compliance standards

### SALARY

Generous remuneration package in accordance with the responsibilities of the role.

## ARE YOU READY FOR A REAL CHALLENGE?

Do you want to help shape our business as we enter a new exciting phase of expansion?

Now is the time to put all of your skills and experience to the test.

### CONTACT US TO APPLY...

**Email:** phillipa.chapman@lindy.co.uk