



## **WE ARE NOW RECRUITING FOR A REGIONAL SALES MANAGER!**

Annual Salary | Reward Structure | Friendly Workplace Environment

An exciting opportunity has arisen for a Regional Sales Manager to cover the North. The Delivery Group has a fantastic, friendly culture that thrives on teamwork, and we offer great benefits such as free uniform, free on-site parking, increasing holidays in line with service, quarterly bonus potential and access to Perkbox.co.uk giving you; money off at major retailers, restaurants & cinemas and discounted gym memberships. In addition, you could also have access to our Company Pension Scheme & other salary sacrifice initiatives, but most importantly the chance to work for one of the largest technologically enabled e-commerce and postal logistics businesses in UK!!

### **WHO IS THE DELIVERY GROUP?**

Originally a letter delivery business, The Delivery Group has an outstanding track record for growth, taking turnover from start up to over £200 million in the last ten years since it was established. We have also been ranked several times in the 'The North West's Fastest Growing Company' report and The Insider's 'Growth 100 Report' as well as successful inclusion in the Sunday Times Fast Track 100. We have successfully diversified into the rapidly growing economy parcels market, capitalising on the boom in online shopping. The Group is now represented by multiple sites around mainland UK, and continues strong growth year on year.

### **Job Overview:**

We are seeking permanent, full time Regional Sales Manager, who is able to cover the North of England from Leicester and above.

This role will be 40 hours per week, 5 days over 7, however it is essential that candidates are flexible to work outside of the normal core hours when required.

### **Main Duties:**

- Achieving an agreed new business target, cross selling all services and achieving minimum agreed margins.
- Direct line management, managing a team of Business Development Managers.
- Producing regular sales reports and pipeline activity reports via salesforce.
- Strategically identifying new sectors/ opportunities to sell into.
- Cross selling to all clients
- Supporting the Team and Identifying training/development needs across the team.
- Assisting with other sales related tasks and projects within the business as required.
- Arranging sales meetings on a monthly and quarterly basis.
- Coaching and training the team of BDM's.
- Objective setting and Annual Appraisals.

Full training will be provided during induction and further training will be given throughout the course of your employment, to assist in progressing your career with us.

*The above list of duties and responsibilities may be changed, altered or added too in the future and is not exhaustive.*

### **About you:**

As the Successful Regional Sales Manager, you will need:

- An excellent understanding of the English language, both written and verbal.
- Previous management experience within the Logistics sector
- A proven track record in personal and team target achievement
- A confident and enthusiastic personality, with an ambitious and forward-thinking attitude.
- To be commercially minded with excellent business acumen.
- To be a quick learner, who is inquisitive and willing to proactively get stuck in.
- The ability to follow instructions and use your initiative to make logical decisions.
- Meticulous, precise attention to detail, with a desire to get things right the first time.
- Good mathematical skills and demonstrable confidence with numbers.
- Confident and proficient skills in the use of MS Office and using mobile technology in the field.
- Excellent communication skills and be extremely personable, polite and professional.
- Good time management with the ability to prioritise tasks.
- To be process driven and able to manage projects as required
- The ability to be a team player and fit in with the company culture.
- A clean (maximum of 3 pts) Full UK driving licence.

### **The Package:**

- Competitive salary and reward structure, dependent upon experience.
- Company contribution pension scheme.
- Full business-related expenses will be paid.
- Full training to meet the requirements of the role.
- Regular 121 meetings and performance reviews with the Group Sales Director.

### **Ready to apply?**

If you would like to apply for this vacancy, please contact us now by sending your CV to [careers@thedeliverygroup.co.uk](mailto:careers@thedeliverygroup.co.uk)