



# MAKING MOVES

## Head of Sales

Making Moves are a property consultancy based in Shoreditch. We advise creative, fashion and technology companies on their office moves across central London. Our award-winning approach to the process has led to us securing a place on the StartUps 100 and receiving an Amazon Growing Business Award.

### The Role

The Making Moves Team are seeking a new Head of Sales to join our exciting company.

The purpose of the role is to run the Business Development team. Establishing new business opportunities through the identification and development of sales leads, managing the call team and increasing their productivity before growing the team throughout the next year.

- Day to day line management of call team
- Directing weekly focus and keeping the team on track
- Reviewing and implementing KPIs
- Reporting on KPIs to management
- Identifying new revenue streams, call lists, target areas for the team
- Calling and booking meetings with potential clients
- Development and maintenance of the company CRM
- Proactive amendments to company processes including changes to tech stack
- Growth of business development team, assisting in hiring decisions
- Responsible for the training and development of call team
- Self-Sourcing new business opportunities
- Managing the call team pipeline and ensuring it's serving the businesses requirements

### What we're looking for

- Experience running a sales team and managing telesales
- Extensive experience obtaining leads, developing relationships and booking meetings
- Experience training and developing team members
- Ability to develop and monitor KPIs
- Strong leadership skills
- Excellent telephone manner and client relationship skills
- A desire to progress and develop in a start-up environment
- A drive to push business forward and grow a team
- Excellent attention to detail
- Self-motivated, positive attitude and clear communication skills.

### Benefits & package

- 25 days annual leave
- Uncapped commission
- An additional days holiday for your birthday
- Team annual trip (Performance Based - Berlin 2017, New York 2018)
- Professional development and training
- Subscription to Busuu - the language learning app
- Monthly and Quarterly Team Activities
- Best office in Shoreditch
- Free fruit, coffee and snacks