

Job Title	SME Sales Growth Leader People
Reporting to	Head of Sales
Department	SME Sales

### About Us

Corona Energy is a leading independent energy supplier with over 20 years' experience servicing UK businesses. We currently supply 14% of the industrial and commercial gas market with around 13,000 gas and electricity customers. At Corona Energy our culture is defined by our people. We are passionate about our employees and recognise that they should be in the centre of everything we do. Our awards reflect the great work we do in developing our teams and providing first class customer service and we are very proud to have held the Investors in People Gold award for the last 4 years. What are you waiting for? Join our team today!

### What does the job entail?

The SME Sales GLP will manage and motivate the SME sales team to achieve sales growth and retention targets, ensuring every aspect of day to day operation performs efficiently and flawlessly. You will promote and embed Corona's values and edge in all aspects of performance, driving forward the team and wider company initiatives cross functionality in order to achieve companywide objectives where necessary.

### Duties & Responsibilities:

#### People

- Provide an environment to inspire achievement and development within team and individuals
- Foster a thriving sales team to seek solutions in delivery of their sales targets and in delighting their customers
- Motivate, coach, train and develop staff in accordance with company policies and procedures
- Assist in the recruitment and remedial action processes where necessary
- Ensure business relationships are maintained and developed to achieve optimum profitability and benefit
- Investigate and resolve all escalated business and customer queries and complaints
- Represent Corona where necessary at external events and visits

#### Management

- Directly manage all team personnel to ensure flawless operation of all aspects of day to day performance and delivery within the team and that of the business
- Ensure all key processes within the sales team are performed accurately and efficiently from tender to billing stages, eradicating risk exposure where possible
- Ensure system development keeps pace with SME sales requirements
- Regularly review department processes for improvements and ensure continually updated and followed
- Attend meetings & contribute to company strategy and policy making as required
- Co-ordinate activities and information between departments, working in a co-operative manner cross functionally within the business
- Carry out other reasonable duties as determined by senior management

### Reporting

- Ensure reporting and tracking of all key team and business indicators is undertaken
- Contribute to management reporting when required
- Identify when off track and implement corrective actions

### Sales

- Identify and maximise business opportunities to achieve budgeted targets
- Work with Head of Sales to develop new sales strategies and routes to market
- Develop and manage SME promotions from time to time
- Progress key initiatives to implementation, delivery and achievement
- Any other reasonable duties as defined by management

### Skills & Experience:

- Knowledge of the UK gas and power market
- Proven experience of motivating and managing a fast moving SME sales team
- Ability to develop a team of enthusiastic sales staff, capable of generating a high conversion rate
- A thorough understanding of typical sales processes is highly desirable
- Excellent communication skills, with the ability to communicate effectively at all levels
- Highly numerate, with good attention to detail
- Proven team leadership/management experience
- High degree of computer literacy, including Excel, Word and Power Point
- Able to work on own initiative
- Be prepared to occasionally work additional hours

### Equal Opportunities:

- Able to demonstrate commitment to equal opportunities through their previous work experiences

### What do you get in return?

- Competitive salary and benefits package
- Career progression opportunities
- Profit share
- Enhanced Pension Scheme
- Enhanced annual leave options
- Private Medical Insurance
- Life insurance and Income protection
- Day off on your birthday
- Fresh fruit, snacks and breakfast every day
- Amazing company parties
- Stunning new office with true community feel
- Online learning account

### Applicants Privacy:

- Please read our Recruitment Privacy Policy on our careers page to find out more:  
<https://www.coronaenergy.co.uk/policies/recruitment-privacy/>

Employee Name:

Date:

Employee Signature: