

Career Opportunity

Job Title: Iberia Sales Manager

Location: Madrid

Context

BSI, a global market leader in certification and training, is expanding its business within Iberia and has significant further growth plans that rely considerably on the recruitment of a driven, passionate and professional sales manager with a successful track record in sales and people management.

This is an exciting time to join a truly global organisation that puts sales at the forefront of its business activities and keep investing in it.

Purpose of the Position

Responsible for certification and training sales generation in Spain & Portugal in line with budgeted goals and objectives, ensuring expenditure is maintained in line with budget.

To review and implement agreed Sales Strategy, effectively lead a team of sales people to further success and develop key accounts.

Key Responsibilities and Activities

- Review the Iberia Sales Strategy, suggesting improvements and additions as appropriate based on past experience.
 - To put the agreed Strategy into practice ensuring the team understand what is required and deliver to agreed targets.
 - To own, execute, monitor and continuously improve the Strategy on an ongoing basis.
 - Be a true Sales leader – not just a head of sales – by leading by example, developing and motivating a winning team and managing poor performance appropriately.
 - Personally develop large and strategic accounts with both new and existing customers, including the existing business with 43% of IBEX 35 listed companies.
 - Provide reports on a regular basis and as and when required and provide any other information to support business activities as identified.
 - Ensure self and others successful meet and exceed targets and objectives set.
 - Ensure that both existing and new staff are trained and competent to deliver BSI products/services.
 - Ensure optimum diary management and effective time management
 - Support Country Manager with day to day activities and in implementing new business products and initiatives. Help identify and implement improvements to the sales process.
 - Provide support, guidance, and education on how to sell BSI and promote the BSI name.
 - Provide guidance on the preparation of quotations and personally create quotes as appropriate.
 - Ensure that quotations and presentations are in line with both internal procedures and accreditation requirements.
 - Ensure that all activities are undertaken in line with BSI protocols and quality procedures.
 - Other duties and responsibilities as reasonable specified from time to time.
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Key Performance Indicators

- To ensure personal success and success of the Iberia Sales Team in line with set targets, objectives and KPI's
- Provide clear leadership to the Iberia Sales Team
- Ensure all direct reports have defined objectives and development plans

Knowledge / Skills / Abilities

- Customer focused
 - 10 years experience in Sales, 5 years experience in managing successful sales teams
 - Strategic and long term thought leadership, combined with an active, hands-on and organized approach
 - Fluent in English and Spanish. Good command of Portuguese is desirable
 - Excellent IT skills, especially with CRM tools
 - Sales experience and track record in Business-to-Business Services organizations, preferably in the management systems certification and training industry.
 - Sales or related degree from reputable university preferred
 - Ability to travel within Iberia
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Contact

Please send us your updated CV in English and expected salary to: sonia.garcia@bsigroup.com

Please abstain from applying if you have no experience in the industry.

If an internal candidate, please advise your manager of your interest in this opportunity.

By sending your CV you accept that it can also be reviewed by our hiring consultants, a third party.



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