



Sales Manager

BabelQuest is seeking a dynamic and results-driven Sales Manager to lead and inspire our Business Development team. As a Sales Manager, you will be responsible for driving revenue growth, developing and implementing sales strategies, and fostering a culture of excellence and collaboration within our sales team. You'll have your own sales number, so you'll be spending some of your time generating and working your own opportunities from your network and from taking part in campaigns and attending and speaking at events. You'll play a critical role in achieving our company goals and objectives while maintaining HubSpot's commitment to customer-centricity and innovation.

Your responsibilities will be:

1. Sales Strategy and planning:

- Develop and execute strategic sales plans to achieve sales targets and growth objectives.
- Collaborate with senior leadership to set sales goals and define strategies to reach them.
- Analyse market trends, customer needs, and competitive landscape to identify opportunities for growth and improvement.

2. Forecasting and deal pipeline management

- Ensure that our forecasts for revenue and required resources are accurate
- Analyse past performance, patterns, and trends in our sales performance data
- Use our HubSpot AI tools to predict future performance and drive sales behaviours to improve accuracy over time
- Support the sales team to help them win more deals, improve qualification to only work on winnable deals that are good for the client and good for us
- Find ways to optimise our conversion rates through our deal stages to grow revenue over time

3. Team leadership and development:

- Lead and motivate a team of sales professionals to achieve individual and team targets.
- Coach, mentor, and provide ongoing feedback to team members to enhance their performance and skills.
- Conduct regular performance evaluations, goal-setting, and development planning for team members.
- Lead by example, by owning your own sales number, generating opportunities and closing deals.

4. Sales operations and process improvement:

- Oversee sales processes, ensuring efficiency, accuracy, and adherence to best practices.
- Collaborate with cross-functional teams to improve sales enablement tools, processes, and workflows.
- Utilise data and analytics to drive informed decision-making and continuous process improvement.

5. Customer Relationship Management (CRM):

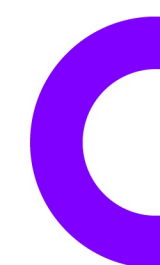
- Utilise our HubSpot CRM Suite Enterprise platform to manage customer interactions, track leads, and measure team performance.
- Ensure accurate and timely usage and reporting within the CRM system.
- Train and guide team members on effective use of the CRM platform for enhanced productivity and results.

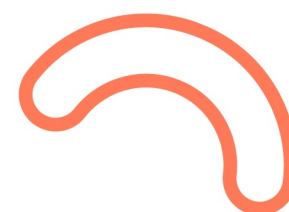
6. Performance monitoring and reporting:

- Monitor sales performance metrics, KPIs, and key trends to identify areas for improvement.
- Prepare regular and ad-hoc sales reports and presentations for senior leadership.
- Develop actionable insights and recommendations based on data analysis to optimise sales strategies.

7. Collaboration and cross-functional engagement:

- Foster a collaborative and positive working environment within the sales team and across departments.
- Collaborate with marketing, delivery, and customer success teams to align strategies and ensure a unified approach to customer engagement and satisfaction.





On any given day, you might:

- Work a sales opportunity
- Perform a deal review with your team
- Run a coaching session
- Connect with your network to generate new opportunities
- Check the forecast and set action plans for your team

You'll have the following qualifications and experience:

- Degree in Business Administration, Sales, Marketing, or a related field.
- Proven experience in sales management, preferably in a technology or SaaS environment.
- Strong understanding of inbound and outbound sales methodologies.
- Exceptional leadership, communication, and negotiation skills.
- Proficiency in using CRM software, preferably HubSpot CRM.
- Demonstrated ability to analyse sales data and trends to drive strategic decisions.
- Results-oriented mindset with a track record of meeting or exceeding sales targets.

Salary: £45K+performance related per year

Why you'll love working here:

- Flexible working (a mix of working at home and at the office).
- Half a day each week (23 days a year) to level up your skills and build your career.
- Up to 30 days of paid annual leave and unlimited unpaid leave.
- A month-long paid sabbatical and a £2,000 bonus to celebrate your five years with us.
- Benefits like £650 per year on anything that helps you keep a healthy life-work balance.

You'll have the freedom to create marketing plans. Success will mean delivering exceptional customer service, getting the results your clients are looking for, and growing your accounts.

Why BabelQuest?

It took us more than 10 years, and about 500 projects, to earn the right to use one word: elite.

Spin the globe, and you'll find over 6,000 HubSpot partners. Filter your search for elite ones, and you're down to fewer than 40.

That means you'll work with the best of the best. You'll build new skills and discover exciting career paths. You'll find curious people who share your passion and find joy in mastery.

About Us

We're HubSpot experts. And we use our knowledge to help our clients succeed.

BabelQuest is both an agency and a consultancy. Architects and master builders. It's part of what makes us different.

We've got an agency team, and our consultants: the expert practices team. With every project, we use technology to pull together the worlds of sales, marketing and customer service.

