

We need an energetic sales person who can really build a strong income stream from selling us into conferences as speakers in the UK and overseas. People like Google or law firms have already been enthralled at what Marcus does, but we have not capitalised on this to increase sales – largely because we are busy helping disadvantaged kids. So it should be an easy sell to corporate clients: get Marcus to speak at your conference (he has a range of subjects, and can always develop others) and the money we earn goes to helping people less advantaged. But that's not to say we don't want to make a lot of money, and we are more than happy to make sure that the person who makes these sales happen gets really well paid also. But only if they succeed.

So far everything which we have done through this approach has been through word of mouth. But that's not to say we don't do much. We are outstanding at speaking or curating commercial conferences. We know what we do works. We have a great following of past clients. We have a good reputation. We are known in the education market. But we need to promote us to corporates and close sales.

So, we need the person to:

- Be an integral part of our team
- Achieve monthly sales targets
- Handle new business opportunities generated by the company's marketing activities
- Provide feedback to the team to improve sales results
- Contribute to planning and development as a key member of our team

Apply if you:

- Relish a challenge and aren't afraid to roll up your sleeves and keep going until you see the light
- Want to be in a place where we might sometimes fight like a family to get to the right answer, but then open a bottle of wine and laugh about it
- Want to be a pioneer and help build a new way of doing things
- Want to keep challenging yourself: to learn new things

Don't apply if:

- You want the status without achievement
- You want rewards before you've really, really earned them
- You think that working in a small but far sighted organisation is going to be easy
- You do as you're told
- You respect people because of their position rather what they actually do

Job description

- Realise and achieve sales in collaboration with the rest of us
- Close the various and continual leads which we generate
- Build strong relationships with corporate companies and commercial speaker agents to increase revenue
- Generate new leads not just work from a call sheet
- Follow, update and maintain company systems and determine other approaches or software
- Collaborate closely with the rest of us to ensure sales targets are met
- Opportunity to develop own team as the role/ business grows

Profile

- Proven track record of developing new business
- An ability to deal with senior people in the commercial and education worlds
- Excellent negotiator with an aptitude to closing deals

Offer

- Negotiable, but assume around £22,000 base salary plus commission
- We are a friendly bunch and will help at every stage to enable you to be successful