

## Sales & Relationship Lead

### Join our team!

- Sales and Relationship Lead
- Initial 6 month probation period
- £225 - £250 a day
- 2.5 days a week
- Home based with monthly travel to Portsmouth or Winchester or London and occasional travel to visit different prospects/ attend events.

**Closing date for applications – 9am on Monday 22<sup>nd</sup> May 2023.**

We may close applications earlier if we receive a high number of applications. And we won't accept any applications or queries via agencies, under any circumstances.

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Love **sales**? Know about the **public or third sector**? Interested in **Digital Inclusion**? Want a **challenging** and **enjoyable** job in a **friendly team**? If so, we're looking for **YOU!**

We want an ambitious and tenacious Sales & Relationship Lead to drive sales of our Digital Champions e-learning courses and help us help others combat digital exclusion.

We're looking for an all-rounder who can build a strong network of trusted contacts and possible clients in the public/ third sector; and take potential clients through the entire sales journey, from lead generation and first contact to tailoring the offer and completing the sale.

COVID & the cost of living crisis has reinforced the importance of digital skills and inclusion, so there are a whole range of new possibilities opening up in this sector. Our clients range from large corporates to small community groups. This contract focusses on B2B sales & relationships with large public and third organisations like local authorities and housing associations.

Given the demands of the job, you need to be based in the UK. You need to be able to travel occasionally to conferences/ clients, and able to spend at least one working day in London, Portsmouth or Winchester to connect with the wider team.

We'd like you to have:

- At least 3 years' experience in B2B Sales or in a similar role.
- An outstanding track generating leads and converting these into sales.
- A proven ability to work on your own and stay focused and ambitious.
- Excellent, persuasive communication skills – and confidence talking in public.
- Good understanding of public sector organisations and the current challenges they face and/ or third sector ones.
- A genuine enthusiasm for inclusion.

We're a small, friendly team. It's a stimulating role that positively contributes to tackling digital exclusion. You'll be reporting directly to the CEO and working across the organisation.

Download the full role profile and person spec

### How we handle your data

Digital Unite is committed to comply with the EU General Data Protection Regulation (GDPR) 2018 policy so you can feel confident that any data you provide to us is processed with due care and attention. [Our full recruitment privacy policy is available here.](#)

### To apply

We'd like to know about you and your relevant experience. Please fill in the form below & upload your CV.

We'll let you know if you're called for interview, which will be by 29<sup>th</sup> May. First interviews will take place in late May/June. We'd like you in post by the end of June.

We'll only notify those called for interview.

We value inclusion and diversity. We want to recruit the best person for the job and welcome applications from people of all backgrounds. If you're interested but not sure you meet the specs - or have any queries - please contact Emma Weston for a chat about what we're looking for: [du@digitalunite.com](mailto:du@digitalunite.com) or call 0800 2289272.

Name \*

Address \*

Email \*

Telephone number \*

## About your suitability for the role

Please tell us the 2 or 3 roles most relevant to this job that you've done \*

What are the top 3 qualities of a sales executive in the public sector? \*

Why do you want to do this job? \*

200 word(s) remaining

## Technical requirements

**Do you have your own equipment along with Microsoft Office? \***

Yes  No

**Are you a confident user of most commonly-used office and social media platforms, e.g. Microsoft, SurveyMonkey, Dropbox, Smartheet? \***

Yes  No

I am happy for you to hold my details in line with DU's recruitment privacy policy \*

[Read the full policy here](#)

Please upload your CV \*

+ Choose file

One file only.

2 MB limit.

Allowed types: pdf, doc, docx, ppt, pptx.

▼ CAPTCHA

This question is for testing whether or not you are a human visitor and to prevent automated spam submissions.

Submit