

HEAD OF SALES

Level: Senior | **Department:** Sales | **Location:** London | **Salary:** £65,000-70,000 per annum, plus commission | **Reports to:** Managing Director

Back in the mid-noughties, we kept on seeing the same problem pretty much every day: people + work sometimes = ☹️/misery/unhappiness/lack of fulfilment. We knew that being fulfilled wasn't this unattainable dream, we knew it was within everyone's reach, but we needed a way to show them that the journey to that point came from within. So after a lot of research (and caffeine), in 2006 Strengthscope® was built – a system to help people find and communicate their strengths to themselves and others to bring more of themselves to work and to life.

Our mission is to reveal the unique strengths of people across the world, enabling them to bring their most authentic and inspired selves to work and to life, every day.

The what

Our goal is to make Strengthscope® stratospheric, to make it the go-to tool for the entire population of working people (that's around 4bn people). To help us achieve this, and our aspiration to become a £10m turnover business within 3 years, we're looking for a Head of Sales to join our team. As Head of Sales you'll be responsible for:

- Growing revenue, pipeline, and number of lives changed across our three strategic pillars; independent practitioners (coaches and consultants), corporate accounts, and tech partnerships
- Implementing Customer Success growth and retention strategy, including lead generation and corporate engagement
- Developing, implementing, and reviewing the growth and retention strategy for our independent practitioner community
- Developing Strategic Partnerships strategy to deliver long-lasting and profitable relationships through the partner eco-system, broadening the reach of Strengthscope® globally
- Managing and growing the Sales and Customer Success team
- Feeding back on customer trends to inform business programme and product development
- Setting budgets and reporting against sales performance
- Collaborating closely with the Customer Integration team to ensure effective enterprise customer integrations
- Advising the business on strategic product developments and commercial modelling that enables increased global use of Strengthscope® (B2B and B2C).

The you

We're looking for someone with a real passion for delivering successful and long-lasting customer relationships within distinct customer communities that deliver profitable sales! It's also important you:

- Are passionate about helping people have life-changing, light-bulb moments
- Are knowledgeable in growing long-lasting and profitable enterprise customer accounts through scalable and sustainable solutions, resulting in deals of £500k+
- Are able to define and implement internal metrics to motivate the sales team and ensure the success of all communities
- Get energy from helping others to meet and exceed their objectives

- Are energised by engaging and collaborating to build Partnership networks and opportunities
- Think strategically and commercially, and make connections with future trends that will help Strengthscope® grow significantly in the coming years
- Can dot the i's and cross the t's
- Have working knowledge of the Microsoft usual suspects (Word, Excel, PowerPoint, Outlook).

The good bits

Fighting to make the 'every day blues' a thing of the past, here are some of the good things you'll get when you join Strengthscope in addition to the usual competitive salary, pension plan and 25 days' annual leave:

- 2 days' paid leave per year for charity goodness
- Flexible working
- An extra day off for your birthday
- Perkbox access, including 24/7 GP access and counselling
- Eye care vouchers
- Internal coaching and mentoring opportunities
- Strengths Hero - where we celebrate the most awesome person of the month (nominees then have the chance to win a weekend trip away!)
- Team lunches
- Pay day parties
- StrengthscopeMASTER™ qualification
- Quarterly team days to reflect, plan and celebrate
- Offices on the bustling Southbank, minutes from London Bridge, Southwark and Waterloo stations
- Sabbatical leave after working for 5 years at Strengthscope for you to just do you.

Does this sound like you? If you meet even some of these criteria, we'd love to hear from you:

careers@strengthscope.com

Click [here](#) to meet the team or search #lifeatstrengthscope on LinkedIn to see life behind the scenes!

Strengthscope is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, transgender status, religion or belief, marital status, or pregnancy and maternity.

Please note that if you are not contacted by our team within 2 weeks, it means that on this occasion your application has not been successful.