



Become part of our SWARCO team as

Head of New Business

Location: Field/Site Based, United Kingdom | Full time

Your Challenge

We have an amazing opportunity for an ambitious and inspiring **Head of New Business** to join our APT Skidata team, based in Hemel Hempstead to build, lead and motivate the New Business Sales Team to deliver growth objectives for the business.

Some of the Key responsibilities include:

- To coach the New Business Sales Team into working in a best practice approach
- To monitor performance of the team against Key performance indicators
- To proactively engage in conversation over the issues which arise day to day in managing employees
- To set the strategy for New Business sales in line with SKIDATAs SAMAS approach for the year (each year) and apply firm metrics to measure the performance of the team
- To create customer engagements which are solution led and software based complimented by hardware enablers
- To identify and organise the trade shows and events required to support the role
- To manage remuneration for the New Business sales team
- To work in line with SKIDATA GmbH on "GOTO" markets
- To achieve both Capital Revenue numbers and ongoing service and maintenance targets
- This is not an exclusive management role but hybrid where customer interaction will be critical and a personal target

Your Profile

What we are looking for:

- Experience of Lead generation
- Experience of Customer engagement and Stakeholder collaboration
- Day to day management of employees including any tasks which arise in the management of his team
- Measurement and monitoring of their team
- Managing training and experience within the team
- Working with SKIDATA and presenting required information to them
- Supporting the Management team of APT SKIDATA to deliver required targets
- High skill level in liaising with customers
- Experience in the value proposition that SKIDATA Sell
- Ability to manage people with Strong communication skills

Your Benefit

What we offer:

As well as providing a competitive salary and benefits package. We will support your development and you will also receive:

- Car Allowance
- 25 days holiday rising on length of service with bank holidays in addition
- Perkbox - employee benefits portal
- Generous employer pension contributions
- Employee Assistance Programme
- Life assurance

Interested?

Apply Today! We will acknowledge receipt of your application and be in touch if you are successful.

Applications are shortlisted on a rolling basis, and we reserve the right to interview and appoint before any advertised closing date. We therefore, encourage you to apply at the earliest opportunity to avoid disappointment. Applications received after the closing date will not be processed.

We have a responsibility to ensure that all employees are eligible to live and work in the UK, therefore successful candidates must have the right to work in the UK by the start of their employment. We are an equal opportunities employer. Please note that Apt Skidata are unable to provide UK Visa Sponsorship.

*Agencies, please note, that should we require recruitment agency involvement, **we will contact the agencies on our PSL**; we would ask that you respect the relationships we have already built with these suppliers. If an agency submits an unsolicited CV to any partner or employee of our company for a role we have not actively engaged with you on, you should be aware that they have no authority to enter into an arrangement with you and we will consider the CV a gift! We will not be liable for any payment you charge in relation to it.*

#LI-GB1

Become a part of SWARCO. We look forward to receiving your comprehensive application via the online tool.

Apply now

SWARCO Smart Charging

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Information on processing of your personal data is available [here](#).