



Position: Regional Sales Manager/Territory Sales Manager - Full-time 37.5 hours per week

Location: South UK - Home-based with up to 80% travel within the UK and internationally on occasion.

Package:

- £35,000-£45,000 base salary + £30,000 commission (uncapped)
- company car
- pension
- private healthcare with dental and optical cover
- life insurance

How to apply - Please read the specifications carefully, if you're a good match, send your CV and an inspiring cover letter to hr@simandskills.com.

About Sim & Skills Ltd

Sim & Skills Ltd is the UK's fastest-growing healthcare simulation equipment provider. Our mission is to provide everything our customers need to succeed in healthcare simulation.

We are looking for the next generation of entrepreneurs to continue the company's rapid growth and expansion into untapped markets.

A successful Regional Sales Manager will be a best-in-class candidate who has a winning attitude and is hungry for success. The ideal candidate has sales experience, a clinical background, and a passion for healthcare simulation. Above all, the ability to be self-reflective, continually improve and inspire those around them.

Position Overview:

As a Regional Sales Manager, your job will be to qualify, nurture and close opportunities you have created, as well as ones driven by our dynamic marketing campaigns. You will visit customers at Universities, Colleges, and NHS Trusts to discuss their educational needs and demonstrate products that solve their problems.

You will have support from the Sales Director, plus administrative expertise and market intelligence from an Account Manager based at our Chesterfield HQ.

Sim & Skills wants to be the company that everyone wants to work with. Your behaviour and attitude will embody our values and you will enjoy the meaningful relationships you build with our customers.

Key Responsibilities:

1. Business Development:

- Quickly qualify leads with phone/video calls
- Visit customers for in-depth discussions and product demonstrations
- Respond quickly to quote requests
- Maintain an accurate sales funnel and forecast
- Cold call potential clients to pitch products and book appointments
- Collaborate with the Sales and Marketing Directors on new campaigns
- Research and prospect new clients, in particular Universities, Colleges, and NHS Trusts

2. Customer Relationship Management

- Serve as a point of contact for new and existing customers, fostering strong and positive relationships.
- Form trustful internal relationships so you always know who to contact to solve any problem.
- Conduct regular check-ins and follow-ups to ensure customer satisfaction and promptly address any concerns or issues.
- Take an active interest in healthcare simulation and develop your knowledge to ensure you provide value to our customers.
- Understand our customers' training needs and develop tailored solutions to meet their requirements.

3. Sales and Revenue Generation:

- Achieve/exceed sales targets and objectives set by the company through effective territory management and consistent efforts.
- Prepare and present sales proposals, quotes, contracts, and tenders to prospective clients.

Attitude:

Success at Sim & Skills comes down to attitude. We will give you the tools, but you need to have:

- the desire to learn
- the courage to fail
- the commitment to delight
- the tenacity to keep going
- the hunger to win

Qualifications and Skills:

- Proven experience in sales, account management, or business development, ideally within the healthcare education industry.
- Strong interpersonal and communication skills, with the ability to engage with stakeholders at all levels.
- Goal-oriented and self-motivated, with a track record of meeting and exceeding sales targets.
- Excellent negotiation and presentation skills.
- Organised and detail-oriented, with the ability to manage multiple client accounts simultaneously.
- A team player who collaborates effectively with colleagues from all departments.
- Proficient in using Customer Relationship Management software, Microsoft Office, and Google Workspace.

General:

- Complies with and enforces all applicable safety rules, regulations and procedures both at Sim & Skills Ltd and whenever representing Sim & Skills Ltd (i.e., customer sites, trade shows, etc.).
- Perform all duties in compliance with legal and ethical standards.
- Maintain security of all proprietary information.
- Perform other duties as assigned or as necessity dictates.

Sim & Skills Ltd is an Equal Opportunity Employer and considers qualified applicants for employment without regard to race, colour, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or any other protected factor.

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