

## Head of Internal Sales – Local Deals

**LivingSocial Australia** is an innovative online community that expertly converts online traffic into growth opportunities for our partners. We provide “experiences” and products for customers at a discounted price that effectively markets the brands we are representing.

We are looking for a **Head of Internal Sales** who will be responsible for the local deals internal sales team. This role will implement and manage sales activities through effective day-to-day coaching and management of internal new business sales representatives to reach or exceed revenue targets.

### Responsibilities Include:

- Implement and execute sales strategies;
- Manage, monitor and implement actions to increase revenue in line with business objectives and market demands;
- Develop and manage coaching and activity strategies to ensure business plan is met;
- Initiate, develop and advocate key cross business relationships to positively impact the sales revenue;
- Manage conversion rates of sales consultants;
- Manage variation amongst sales consultants;
- Day-to-day coaching and people management of in alignment with business needs and policies;
- Effectively communicate and engage team in the strategic direction of the Local deals sales business plan and AussieCommerce business;
- Ensuring optimal use of Salesforce and utilising data to ensure the team operates efficiently and effectively.

### To be considered for this role you will have:

- Proven fast paced business sales environments. Call Centre backgrounds will highly regarded
- You will have held a Sales Management position for the last 3 years
- Solid commercial acumen
- Demonstrated influencing, negotiation and relationship building skills
- Competent in using Salesforce or other CRMs
- Positive attitude and the ability to motivate sales teams through change whilst maintaining a professional profile.

PLEASE NOTE: Only shortlisted candidates will be contacted directly.

No Agencies candidates please