



Job description: Sales Director

Reporting to: Chief Customer Officer (“CCO”)

Position overview

This position is for a dynamic and results-driven Sales Director to drive revenue growth through strategic sales initiatives. They will possess a strong background in logistics and warehouse storage solutions, coupled with proven sales experience.

Key responsibilities

- Design and implement a comprehensive personal sales strategy and associated plan to achieve personal revenue targets and acquire new clients.
- Identify and pursue new business opportunities through proactive prospecting, networking, and lead generation activities.
- Generate and maintain sufficient pipeline to achieve personal sales targets.
- Cultivate and maintain strong relationships with key clients, understanding their business needs and providing tailored solutions to enhance their logistics and storage operations.
- Leverage in-depth knowledge of logistics and warehouse storage technologies and processes to effectively communicate the value proposition of our solutions to clients.
- Produce accurate deal and revenue forecasts.
- Ensure timely and accurate recording of all client activities, opportunities and contacts into the company CRM system.
- Collaborate closely with other members of the sales team, operations, marketing, product and finance teams to ensure seamless execution of sales initiatives and alignment with overall business objectives, including:
 - Key involvement in the ‘Go to Market’ strategy and working with the team
 - Being fully cognisant of the Visku Value’s products and services
 - Work closely with the Marketing Team on campaigns and Social Media and events
 - Contract management along with Legal Compliance
 - Being the lead on Sales proposals and RFQ/RFP/RFI management and owning the win and commercial strategy, bringing in other team members and experts to support the solution design and proposal as required. However, at all times, to be the Opportunity Owner.
- Stay abreast of industry trends, market dynamics, and competitive landscape to identify opportunities for innovation and differentiation and communicate this insight to teams within Visku.
- Ensure compliance with relevant regulations and industry standards, as well as proactive risk management to mitigate potential liabilities.
- Contribute customer and prospect feedback into the Marketing and Product Teams that will help us to improve our products and services and improve our marketing effectiveness.



Signed by the candidate:

Name:

Date:

Signed on behalf of the company:

Name:

Job title:

Date:



Behavioural competencies

- Accountability: Demonstrate a desire to take on strong ownership and accountability but know when to seek support for problems that need help from others, which otherwise might become an obstacle to sales.
- Determination and can-do attitude providing solutions and suggestions
- Drive, resilience, and enthusiasm - Focused upon results; remains positive and retains forward momentum, times; hard working and committed
- Flexibility in approach. The ability to embrace that change and be positive is important
- To be part of a business who work hard but enjoy doing so
- Opportunities to take on more and develop knowledge of an exciting sector
- Ambitious
- To be challenged and be positively challenging
- Quick learner on new systems
- Loves to engage and take the team with them on a journey – involve and influence
- Passionate and driven to succeed – self starter
- Proactive and highly motivated
- Customer and supplier focus - Committed to understanding and exceeding the expectations of customers, both internal and external
- Communicating and influencing - A good two-way communicator; first class verbal and written presentation skills
- Personable with a sense of humour; ability to work with and charm all stakeholders
- Able to use a range of influencing techniques, and be creative with different types of personalities
- Problem solving and decision making - Analyses issues and breaks them down into their component parts; identifies potential solutions and systematically evaluates them
- Good attention to detail, excellent numerical skills, ability to multi-task and prioritise under pressure
- Building effective relationships - uses interpersonal skills to build and maintain effective relationships inside and outside the business. Understands team dynamics; encourages collaborative working across internal and external boundaries; can manage upwards

Visku – Visionary thinking. Proven expertise.

Unlocking the power of business supply chains.



Values & culture

<p>Progressive <i>yet</i> Pragmatic</p>	<p>We're the people reimagining supply chains. We uncover new and visionary approaches that challenge convention.</p> <p><i>yet</i></p> <p>We're grounded in the real world where every idea is practical and deliverable.</p>
<p>Curious <i>yet</i> Rigorous</p>	<p>We're always looking for opportunities and insights in partnership with our customers – anything that unlocks their potential.</p> <p><i>yet</i></p> <p>We do everything with consideration and rigour. We work tirelessly to get the detail right, whether it's for huge change or marginal gain.</p>
<p>Energised <i>yet</i> Dependable</p>	<p>We have a passionate and energetic way of working that drives results.</p> <p><i>yet</i></p> <p>We focus on delivery with consistency and integrity, making us relentlessly reliable and trusted.</p>