

Business Unit	UK & Ireland region
Job Title	Sales Director UK & Ireland
Reporting To	MD UK & I
Location	UK

Job Purpose

- To profitably grow sales revenue in UK & Ireland in line with agreed targets.
- To run key sales accounts in UK & Ireland with global acquirers
- To develop new business for Castles in UK & Ireland
- To provide direction and leadership to sales-related staff in the UK & Ireland

Main Objectives & Activities

- Define and drive the UK and Ireland sales strategy.
- Meet agreed sales targets for allocated customers and recognise and deliver new revenue opportunities.
- Articulate and position the full range of Castles products, services, and solutions to key customer decision makers.
- Be proactive in promoting Castles within the industry through attendance at industry related events and support of marketing effort through PR.
- Generate significant annual revenue income, that is both profitable & sustainable.
- Writing & presenting payment solutions (at exec level), that are compelling & attractive business proposals, based on satisfying customer needs, delivering tangible value, enhancing operational benefits & maintaining exceptional customer experience.
- Negotiating & closing commercially attractive yet sustainable contracts that complement the Castles business strategy & resources available.
- Identifying & developing mutually beneficial opportunities with resellers & partners to promote profitable, sustainable & deliverable business.
- To manage a healthy & accurate sales pipeline detailing customer, products, revenue expectation & clear delivery timescales.

Required Knowledge & Experience

- 10-years' experience of working at a senior executive level in a European company
- University degree level plus a minimum of 5 years' proven record of exceeding targets & demonstrating portfolio growth within the payment sector.
- In -depth knowledge of the card payments industry, including the acquiring banks, acquirers, payment services providers and integrators
- A high potential performer with natural resilience in achieving results & targets within specific timescales.

- Excellent interpersonal and communication skills (written and oral), in particular the ability to build rapport with customers and influence at all levels.
- Strong commercial awareness and business acumen.
- Excellent presentation and negotiation skills.
- Using initiative and taking ownership to drive through results.
- A natural relationship builder and a strong negotiator
- Great people management skills
- Credible with customer senior managers
- Able to identify, articulate, and implement products, solutions, and services to meet customer requirements
- Ability to self-manage and plan complex work-load
- Team Player
- Change focused

Autonomy and Decision-Making Responsibilities

- As directed by the CEO to represent Castles at senior level to internal and external customers.

Internal & External Contacts

- C-Level key customer contacts and sales teams.
- Castles senior management team
- UK Sales staff

Key Deliverables

- Profitably drive increased sales revenue across the assigned customer base.

This Job Description will be kept under review and may be amended from time-to-time following consultation with the post holder, to reflect organisational needs.

Agreed:

Name _____ Signature _____ Date _____