



## JOB DESCRIPTION

# UK New Business Director

**Reports to:** Head of Sales

**Team:** Global Commercial Team

**Location:** UK

## We are Circus Street.

**Circus Street is the only specialist provider of online training in digital skills, specifically designed for global enterprises.**

We know that digital skills are crucial in modernising enterprises, and we partner with clients to deliver learning linked to specific business goals: working together, this focused approach drives impressive business results.

Our exceptionally engaging training covers topics from eCommerce and data analytics to digital marketing to help teams understand how technology is changing the relationship between businesses and their customers. Alongside this, we have an award winning culture offering a range of personal benefits from creative leave days to our exceptional personalised wellness offering - but don't take our word for it! Check out our video here <https://vimeo.com/195957703>.

We work with more than 200 'Fortune 500' brands around the world, to populations ranging from 1,000-100,000+ users. Come and join us...

## Job Purpose

We are looking for a New Business Director, for our New Business team to win new logo business within established categories across CPG clients, as well as opening up new verticals and targeted sectors. The ideal candidate will be comfortable nurturing relationships across a number of stakeholders and decision makers across; L&D/HR, Marketing, Sales/eCommerce and Center of Excellence departments to onboard enterprise digital capability programs for the world's largest brands.

## Key Responsibilities

A key role for Circus Street, this role will be helping to drive new logo revenue within the Global Commercial team focussing on individual and global revenue targets to reach our ambitious growth goals. Responsibilities include:

- Deliver on individual revenue targets
- Establish and build close strategic relationships with key target clients
- Monitor the revenue pipeline & leads, adjusting as necessary to create sustainable growth
- Establish both short-term results and long-term strategy, including revenue forecasting
- Full sales cycle rep - leading from targeting and prospecting to pitching and proposing, to negotiating and closing new business
- Working collaboratively across senior sales leadership team, marketing, account management and other departments to drive to company success
  
- Maintain a strong external profile by ensuring regular face to face meetings with prospective clients, and attending events to drive new business.

Always add in the **The Circus Street Mindset** (note this will become CS Values):

- **Empowerment** - Solving difficult challenges, embracing ownership.
- **Self-Awareness** - Making positive behavioural change, moving towards higher personal success.
- **Optimism** - The way in which we approach a challenge, determines the experience and outcome.

## Experience

- Proven track record of quota achievement
- Ability to gain access and engage credibly within the decision makers in the Fortune 2000
- Director-level, and C level experience in sales & business development.
- Startup experience or previous client-side experience beneficial, and ed-tech / e-learning backgrounds also welcome
- A consistent track record meeting and exceeding revenue goals and new business development teams
- Strong interpersonal communication skills and drive, with the ability to persuade and inspire sales staff position

## Sounds great doesn't it? And in return we offer...

- Private Healthcare for everyone on joining

- Dedicated Wellness Manager to help you achieve an optimal state of health and wellbeing
- Competitive salary
- Working from home (subject to internal guidelines)
- 25 days annual leave per year with an additional duvet day - we know this year has been hard!
- 6 Personal Development Days per year
- 6 Volunteering Days per year
- 4pm Friday finish
- Company Pension Scheme
- Variety of clubs and activities (incl Run Club, Games Night and yoga to name a couple) -
- CS Benefit Hub. Access to a huge variety of retail and leisure discounts and Eyecare Voucher scheme
- Cycle to Work Scheme. Up to the value of £1,000 (available upon successful completion of probation period)