

About Us

Mazuma is a dynamic, innovative, and growing company looking for an ambitious and hard-working **Sales Team Leader** to join our team. Our sales team are the driving force behind our ambitious growth plans and you will be a key player in growing our customer base and ensuring the success of our business.

As the Sales Team Leader, you'll lead a pod of Sales Agents to not only meet but exceed monthly sales targets, as well as leading by example and meeting your own, individual sales targets. The ideal candidate will have experience in managing a team of sales agents, with a proven record of hitting targets and developing team talent.

Don't worry if you don't know anything about accountancy, we will teach you everything you need to know and so much more!

About the role:

- Lead a pod of sales agents to achieve or exceed monthly sales targets
- Responsible for the entire employee lifecycle of your team, from recruitment, coaching and development.
- Lead on initiatives to improve conversion rates, maximize efficiency, and drive value.
- Accountable for providing detailed reports on team performance, market trends, and sales forecasts, using data to inform strategy adjustments.
- Responsible for delivering both your own individual and team sales targets
- Effectively utilise the relevant software (e.g. CRM systems) to maintain accurate and up-to-date records and provide related reports as required.
- Create and implement effective sales strategies and training programs to enhance team performance, monitor team performance

About You:

As Sales Team Leader you will have experience in managing phone-based sales teams, with a proven record of hitting targets and developing team talent.

You will possess:

- Proven track record of meeting and exceeding sales targets.
- Strong leadership and coaching skills
- Excellent communication and interpersonal skills.
- Ability to quickly build rapport with customers and understand their needs.
- Strong problem-solving skills and ability to think outside the box.
- Self-motivated and results-driven, with a positive and enthusiastic attitude.
- Knowledge of cloud-based accounting software and services is a plus.
- Good written English skills
- A willingness to learn

What's in it for you:

- **£30,000 base salary per annum**
- **OTE of £52,000**

- 23 days holiday a year plus bank holidays
- Hybrid working
- Incentives and bonus
- Uncapped commission structure
- Pension contribution
- 2 wellbeing days per annum
- Private Health Care
- Life Assurance
- Income Protection
- Company Share Scheme

About Mazuma Money:

We are a female -founded, market leading, cloud based accountancy subscription business. We are committed to helping small and micro businesses succeed and grow through our technology and expert accounting services. We know first hand that running a business is hard work and that's why at Mazuma, we make life simple for small businesses by handling all their accounts and tax needs for them.

Whether a business is ProTech or NoTech, we've got them covered. Our mission is to innovate and solve problems on behalf of our clients

If you are passionate about sales and thrive in a fast-paced environment, we encourage you to apply for this exciting opportunity!