



**Sales Manager
Saint Julians, Malta**

€Competitive

We are currently recruiting for a Sales Manager for our Saint Julians, Malta office. The candidate will join a successful and growing team selling training courses and e-learning programmes across iGaming and Hospitality.

The Company

Our training delivers new skills, leadership insight and compliance knowledge to learners from entry to senior level. Headquartered in Malta, with offices in London, IGA runs training courses and masterclasses across Europe and further afield. Courses are also provided through our eLearning platform and LMS Learning Management System, which delivers training for individual learners, teams and companies worldwide.

Our core course portfolio covers: iGaming Academy for online gaming and gambling businesses; Blockchain Academy for businesses implementing blockchain technology; Impact Academy for the hotel and hospitality industry.

Responsibilities:

The Sales Manager will report into the Managing Director working in an experienced team to develop new accounts and drive the business forward.

Main duties and responsibilities:

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities
- Set up and lead meetings with potential clients
- Prepare and deliver sales presentations on products and services
- Create frequent reviews and reports on sales
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with teams across the business
- Gather feedback from customers or prospects
- Achieve management set sales target

The successful applicant will have:

- Minimum of 2 years' experience within a sales role
- Proficiency in English
- Excellent knowledge of MS Office
- Hands-on experience with CRM software is a plus
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Experience in iGaming and/or education industries would be considered an advantage
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What we offer:

- Competitive annual salary
- Uncapped commission structure
- Inspiring and motivational environment with a great team spirit

To apply, please send an up to date copy of your CV to andy.pilbeam@theconexusgroup.com

Due to the high level of applications we receive we are unable to respond to each application. If you have not heard from us within 3 weeks, then you have been unsuccessful in getting to the next stage.

Important Information: We endeavor to process your personal data in a fair and transparent manner. In applying for this role, The Conexus Group will be acting in your best interest and may contact you in relation to the role, either by email, phone or text message. For more information see our Privacy Policy on our website. It is important you are aware of your individual rights and the provisions the company has put in place to protect your data. If you would like further information on the policy or GDPR please contact us.