

Sales Manager
Saint Julians, Malta

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 to businesses across iGaming and other industries.

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, iGaming Academy runs training courses, masterclasses and events internationally. Courses are also provided through our eLearning platform and LMS Learning Management System, which delivers training for individual learners, teams and companies worldwide.

Responsibilities:

The Sales Manager will report to the Head of Sales 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 meetings and sales relationships with potential clients
- Create frequent reviews and reports on sales
- Participate on behalf of the company in exhibitions or conferences when needed
- 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 and networking
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Experience in iGaming, payments, 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 careers@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.