

IGA - Sales Manager

St Julian's, Malta and an option for partly remote working

We have ambitious growth plans for 2021 and would like you to be part of them!

We are currently recruiting a Sales Manager to our join the iGaming Academy sales team based in Malta, whilst also having the option to work remotely. You will join a successful and growing team within the Gaming industry and work closely with the Head of Sales and Managing Director

About Us:

As part of the Conexus Group, the iGaming Academy (IGA) is the leading provider of e-learning technology, courses, and training services to the global gaming industry. We work in small teams, across offices in Malta, UK and North America. Each year we train over 40,000 staff in more than 100 companies on topics that help keep businesses, employees and customers safe, ensuring that they comply with all relevant legislation in tightly regulated markets. We also train staff to become better at their jobs, which benefits both their employer's business, and their employer's customers too.

What you will be doing:

The iGaming Academy Sales Manager will report to the Head of Sales, working in an experienced team to generate, develop, pitch and close B2B opportunities. Here's an idea of some of the things you could be working on:

- Create and manage best practice in lead generation
- Actively seek out new sales opportunities
- Work closely with the Conexus Group and utilise our networks across the Gaming industry
- Set up and lead meetings with potential clients
- Prepare and deliver sales presentations on products and services
- 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 sales targets set by management
- Create frequent reviews and reports on sales performance
- Collaborate with teams across the business

Who you are:

- You have worked in a B2B sales role for a minimum of 2 years with a proven track record of hitting sales targets
- You are motivated by delivering KPIs and generating revenue

- You are someone who rolls up their sleeves and gets stuck in, and who is excited to present, create and close new business
- You are eager to grow personally and within the business
- You know how much can be achieved as part of a collaborative, high performance team
- You understand that a 'role' can be much more than a 'title', and that what you make of it depends mostly on your attitudes and ambitions – especially in a rapidly growing business

Some specifics:

- Minimum 2 years B2B sales experience, preferably in a regulated market
- Experience in e-learning B2B sales or the Gaming industry would be considered an advantage
- Proficiency in English and excellent knowledge of MS Office
- Hands-on experience with CRM software (we use HubSpot)
- Fast learner, with passion for sales and networking
- Aptitude in delivering pitches – you'll need an eye for detail in all of your outputs
- You must be able to prove your right to work in the location at the top of this advert.

What we offer:

- Competitive annual salary
- Uncapped commission structure
- Ability to work remotely