

Sales Manager

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

We have ambitious growth plans and would like you to be part of them.

We are currently recruiting for a Sales Manager to be based in our Malta or UK offices. You will join a successful and growing team within the Gambling and Casino sectors, and work broadly across both the marketing and sales functions.

About Us:

As part of the Conexus Group, 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 45,000 staff in more than 100 companies on topics that increase knowledge on specific products and roles as well help keep businesses safe and able to operate in regulated markets, by ensuring that they comply with all relevant legislation.

Our award winning and customisable Learning Management System (LMS) enables our clients to select from over 40 gaming specific e-learning courses and to develop new bespoke training on any topic.

What you will be doing:

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

- Conduct market research to identify selling possibilities and evaluate customer needs
- Create best practice in lead generation
- Actively seek out new sales opportunities
- Gather feedback from customers or prospects
- Set up meetings with potential clients and work on sales bids and documentation
- Create frequent reviews and reports on sales performance
- Participate on behalf of the company in exhibitions or conferences when needed
- Collaborate with teams across the business
- Upselling to current clients to continually grow relationships and the business

Who you are:

- You understand about product placement: where, how, when in order to generate the best leads for the business.
- You are someone who rolls up their sleeves and gets stuck in, and who is excited to create and demonstrate new ideas which lead to results
- You are eager to grow personally and within the business – and you understand how many of those opportunities there are in a growing business
- You know how much can be achieved as part of a collaborative 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.

Some specifics:

- Proficiency in English and excellent knowledge of MS Office is required
- Minimum of 2 years’ experience within a B2B sales role
- Hands-on experience with CRM software is a plus (we use HubSpot)
- Fast learner, with passion for sales and networking
- Self-motivated, target driven, data lover!
- Aptitude in delivering presentations – you’ll need an eye for detail in documents’ look and feel
- Experience in iGaming, payments, and/or e-learning industries would be considered an advantage

What we offer:

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