

A teal-tinted photograph of a woman with glasses and a man looking at a computer screen in an office setting.

Academy Team Leader

Heathrow

Overview

This is an exciting role working with the future stars of IT sales at CCS Media. We are committed to creating the best account manager's in our industry. We are looking for Sales People wanting to take their first step into a management career. No day is ever the same, working with apprentices, so we are looking for individuals that can stimulate and motivate a young and energetic team. The ideal candidate will proactively lead and assist the apprentices with growing their account bases. One to one live call coaching, helping to close opportunities and demonstrating how to cold call are all in a day's work!

Essential Requirements

- Good knowledge of Technology / IT products
- Must have energy and personality
- Cold calling and account management experience
- Extrovert personality
- Ability to relate to young people.

Duties to include, but not limited to:

- Call monitoring and development
- Side by side call coaching to identify individual training needs
- Ensure your team achieve the apprenticeship standards
- Manage and improve team performance
- Ensure teams are working to agreed KPI's
- Co-ordination of Technology training
- Soft skills training
- Responsible for growing profit levels and pipeline for our strategic vendors
- Full training given
- Recognised management qualification.