

Sales VP (Focused on the content sector)

Location at office (Godalming, Surrey, United Kingdom) 50 minutes from London

URL: <http://www.thecontentgroup.co.uk>

Type:	Full-time
Experience:	Minimum 10 year's related experience
Functions:	Business Director – Content Consulting
Industries:	Computer Software, Information Services, Information Technology, Management Consulting
Compensation:	£80K base dependent on experience with commission, uncapped earnings
Bonus:	10% commission on contract value
Benefits:	Contributory pension, 25 days holiday, life assurance
Additional benefits:	No politics; value add rewards; part of international expansion; stepping stone to Country Manager or Global Sales
Location:	Home office based with visits to Godalming for CEO/Practice Director catch-up
Expected package year 1:	£130K+
Expected package year 2:	£200K+

Job Description:

The Content Group seeks motivated, drive-for-results style sales professionals with excellent prospecting and campaign management abilities resulting in a history of consistent quota achievement within the content consulting sector.

Based in Godalming reporting directly to the CEO, the successful candidate will be an important part of the management team furthering the company's success in its chosen market sectors and will be significantly rewarded as a result.

Responsibilities:

- To work with the CEO in sales planning and achieve the agreed annual contract margin target
- To develop further the relationships with partners in the relevant consulting area
- To initiate and manage go to market campaigns and marketing initiatives
- To grow existing client accounts
- To win new client accounts

Skills (required):

- Is a true hunter and can identify opportunities at all levels
- Must be able to engage and be credible at CIO level
- Needs to have a deep understanding of the content consulting space specifically around content lifecycle consulting propositions.
- Proven partnering ability to work with Practice Directors and consulting partners in driving new business
- History of creating a minimum of £1M in revenue per year from new sales
- Excellent written, verbal and formal presentation skills to client executive, VP and director levels

- Able to identify a business value proposition and focus on selling business value

Skills (ideally):

- Has worked in the city around the finance/insurance sector
- Has proven expertise in developing an account base
- Understands service offerings around
 - Business case assessment; Technology assessment; Requirements analysis; Strategy development; Discovery services; Content classification; Risk assessment; Maturity models; Advisory services; Outsourcing
- Understands business solutions around
 - Order to Cash, Purchase to Pay
 - Finance Supply chain automation
 - e-Billing, invoice processing, scanning and data capture
 - Supplier Portals, Accounts Receivable, Spend Management
 - Contracts Management
 - Case Management
 - Business Transformation
 - Records management
 - Business Process Automation
 - Document Automation and Processing

Personal competencies:

- Independent thinking and problem solving
- Particularly tenacious
- Self starter and high energy levels
- High level of communication skills
- Excellent interpersonal skills
- Exceptionally self-motivated and directed
- Strong work ethic and trustworthy judgment
- Strong decision making skills

About The Content Group

The Content Group (TCG) is the independent content consultancy and technology provider which enables its clients to realise the strategic value of their content, take out associated costs and reduce compliance risk.

Recognised as a leader in its field, The Content Group works with its clients across the globe focused on achieving better business outcomes through content. The Content Group's content focused capabilities range from providing strategic advisory services through to technology enablement majoring around ECM (Enterprise Content Management) and GRC (Governance, Risk & Compliance).

Our Ambitions

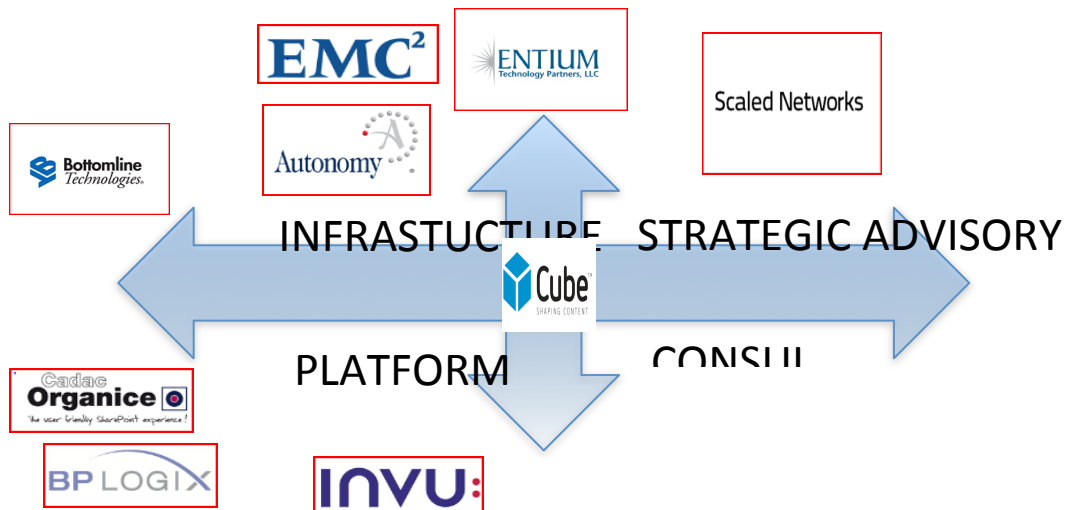
The Content Group is an established systems integrator focused on the Enterprise Content Management (ECM) sector. It has a strategy to leverage its; *customer base, market position, sector know-how, management team and the current market opportunity* to create one of the largest ECM focused System Integrators (SI's) globally over the next five years, this will be achieved via organic growth and via its buy and build strategy.

http://www.thecontentgroup.co.uk/about/corporate_video/

Our "Canvas"

Problem customers encounter -information overload -efficiencies -compliance	Solution we offer - TCG quadrant	Unique value proposition -High ambition -Strong sales focus	Unfair advantage -expertise -methodol	Customer segments -fin services - local authority - constructio
	Our key metrics -26% growth		Partners -EMC -Bottomlin	
Cost structure -58% gross margins - 20%+ EBITDA margins -Lean team right permanent /		Revenue streams -typical deal size can start at \$50K and more strategic grow		

The Content Group's focus



Some of our Clients

Financial Services	Construction & Utilities	Manufacturing & Distribution	Public Sector	Media & High Tech
 HSBC Insurance   INVESTMENT BANKING      Origen  	 GallifordTry         morganest     	 BLANCO carte blanche            	           	             