



Head of Sales, Idox Public Sector

Smart Government solutions

Home/Field based

About the role

As a leading supplier of digital software, services and content to a diverse customer base spanning both the UK and International markets, Idox is committed to transforming the way organisations operate for the better. We support our customers by delivering solutions that provide the right tools, at the right time, to enable better service delivery and business efficiency across a number of sectors and industries.

Idox is committed to helping the public sector to strengthen, grow and thrive. As a trusted partner for more than 30 years, we serve those that are adapting and enhancing services today to deliver tangible benefits and outcomes that achieve the vision of a sustainable, efficient and digitally transformed world of the future.

To support continued planned growth in its public sector solutions market, Idox would like to appoint a **Head of Sales** to direct, organise and develop our new business and account management teams and individuals. In addition, the Head of Sales will be a member of Idox Group's Executive Management team (EMT), setting overall sales strategy to develop of our markets and achieve sales objectives in the context of the company business plan.

The Head of Sales (with teams) will be expected to maintain momentum in existing accounts and identify new opportunities for Idox. They will be expected to glean and share insight with the EMT and prioritise sales activities to achieve in-year sales and longer term strategic objectives. Planned sales growth is from a balanced mix of existing accounts and new business sales, aided by a programme of new product releases.

Key Responsibilities

The Head of Sales, Idox Public Sector will be required to:

- Develop plans and strategies for developing business and achieving the company's sales goals
- Create a culture of success via ongoing business and goal achievement
- Manage the sales teams, operations and resources to deliver profitable growth, inspiring confidence
- Define optimal sales force structure and budgets
- Hire and develop sales staff who are able to achieve their assigned targets
- Define and oversee sales staff compensation and incentive programs that motivate the sales team to achieve their sales targets
- Define sales training programs, coaching staff to achieve their full potential in support of company sales objectives
- Monitor customer, market and competitor activity and provide actionable insight to company leadership team and other company functions
- Become known as an employer of choice, building a sales force which top sales people want to join.

To be successful, you'll need to demonstrate:

- Leadership skills – ability to champion Idox, and value proposition of Idox products and solutions, to customers and colleagues
- Success in evaluating and prioritising Sales opportunities for action, for ad hoc and commoditised sales
- An ability to manage a highly motivated Sales team and to drive desired sales outcomes and identify growth opportunities for Public Sector solutions
- Experience in developing infrastructure and systems to support the success of the sales function, linking KPIs to success and reward
- Ability to produce detailed insight and accurate sales forecast data, in consultation with colleagues
- Ability to identify and mitigate any areas of weakness

- Ability to use Microsoft Excel or other tools to be able to calculate deal pricing, value and margin, for complex deals when required
- Compile information and data related to customer and prospect interactions
- Enforce compliance in sales processes and record keeping
- Work closely with marketing function to establish successful support, channel and partner programmes
- Manage key customer relationships and participate in closing strategic opportunities with bid management team
- Ability to travel widely for in-person meetings with customers and partners and to develop key relationships
- Travel within UK frequently, and abroad if required, to visit company offices and clients as necessary.

Additional desirable qualities:

The Head of Sales should already have established relationships with customers and functions within the main service lines within local government and have sold to consortia and via Government frameworks.

Within Public Services, Idox has broad and demonstrable capabilities and expertise that have supported – and continue to support – a wide range of customers including government departments and agencies, local government, the police and emergency services, health and social care, transport, education and commercial organisations. Please mention successful programmes of sales into any of the above within:

- Digital solutions, public access within local government
- EDRMS
- Elections
- Land, planning, property, building control
- Licensing and environmental health
- Managed and hosted services
- Software, product consulting
- Advisory and professional services.

About Idox plc

Idox is the leading applications provider to UK local government for core functions relating to land, people and property, such as its market leading planning systems and election management software. Over 90% of UK local authorities are now customers. Idox provides public sector organisations with tools to manage information and knowledge, documents, content, business processes and workflow as well as connecting directly with the citizen via the web, and providing elections management solutions. It also supplies in the UK and internationally, decision support content such as grants and planning policy information and corporates compliance services. Idox delivers engineering document control, project collaboration and facility management applications to many leading companies in industries such as oil & gas, architecture and construction, mining, utilities, pharmaceuticals and transportation in North America and around the world.

The Group employs c.700 staff located in the UK and worldwide, including Asia, Europe and North America. Idox has many offices across the UK and therefore travel will be required.

The Benefits

This post commands a competitive salary depending upon experience, along with an excellent benefits package.

How to apply

Applicants should submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why they feel they would be suited to this role to Join.Us@idoxgroup.com

Please note successful applicants will need to satisfy the BPSS guidelines (Baseline Personnel Security Standards) which consist of the receipt of satisfactory references covering the last 3 years of



employment; an identity check; verification of eligibility to work in the UK; and a Basic Disclosure Check. This is in order to help us make safer recruitment decisions and prevent unsuitable people from working with access to personal and sensitive data.

Privacy Notice

As part of the recruitment process we will collect data about you in a variety of ways including the information you would normally include in a CV or a job application cover letter, or notes made by our recruiting officers during a recruitment interview. Please read the Idox Recruitment Data Privacy Policy here <http://www.idoxgroup.com/privacy.html>