



www.sellingsavvy.co.uk | 07746 843417 | hello@sellingsavvy.co.uk

Selling Savvy Associate Job description

Job Title: Selling Savvy Associate

Location: Dependant on location based

Term: As per contract

Overview of role: To be accountable for your own prospecting in order to maximise sales within your area through proactivity, whilst upholding the Selling Savvy brand and delivering the highest quality training and advice to all clients.

Details about the role:

- Generate and proactively engage with new leads in accordance with KPIs through current Selling Savvy contacts and your own networks
- Be creative in the way you bring in new leads and with any collaboration ideas
- Work within the Selling Savvy team to grow the brand
- Work alongside Selling Savvy and the team to develop national collaborations
- Be revenue focussed and driven, in accordance with KPIs
- To be actively involved in arranging and hosting the Savvy Says Live sessions every Friday morning at 9.30am
- To write valuable content for your LinkedIn and the Selling Savvy social media (can be alongside colleagues) as a way to add value and promote the brand
- To assist with blog writing for the Selling Savvy website in accordance with KPIs
- To continue to uphold the 5* Google and Facebook Selling Savvy reviews and testimonials
- Develop awareness of the Selling Savvy brand; actively refer business outside your area to other Area Associates

We will have regular performance reviews to assess all of the above criteria including the revenue brought into the business

Candidate Requirements

- At least 8 years working within a hotel (venue finding experience preferred but not essential)
- Independently motivated but enjoy working as part of a team
- A hungry salesperson who proactively hunts for new leads
- A revenue-focussed individual with a keen eye for opportunities
- Someone willing to push themselves out of their comfort zone to achieve
- Someone who is self-motivated, have entrepreneurial spirit and a lively 'get-up-and-go' attitude



We are proud to have only ever received 5 Star reviews from our clients



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Information about Selling Savvy

Selling Savvy is an award-winning business that increases sales and conversion rates within the hospitality, event and tourism industry. We have successfully trained teams within chains of hotels as well as SMEs and owner-managed businesses and have only ever received 5* reviews from our clients.

Kate Plowright launched the business in 2018 for two reasons: She wanted to be able to offer businesses sales training that actually worked due to the interaction during the sessions, the easy techniques that provide 'quick-wins' and the accountability offered after the workshops. And secondly, having finished maternity leave Kate saw the lack of senior-level part-time positions available and wanted to create a business that offered people with vast industry experience to stay in the industry the love, work flexibly and for themselves.

The business model is set up as a franchise, with Associates across the country. This so that we can deliver the excellent content in-person anywhere across the UK, from a team member that has local market knowledge and has more than likely worked with the businesses' clients before. Amanda Baker is our Associate covering Worcestershire, Gloucestershire, Oxfordshire and Herefordshire.

At Selling Savvy we pride ourselves on having a team that still works within the industry, including venue finding, social media for hospitality expertise and an in-house consultant. This means we bring up-to-date knowledge and accurate information about current trends across the entire industry. As we know, this knowledge is invaluable as it changes day to day at the moment!

Selling Savvy has three main pillars: To offer NICHE sales training to hospitality, events and tourism; to train TANGIBLE tactics and actions that can be immediately implemented to increase conversion and to create MORAL salespeople that we are proud to call our Selling Savvy clients

We have a 4-step Selection Process starting with an initial and informal chat, so if this role looks appealing to you, please email kate@sellingsavvy.co.uk



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