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| Job Description       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | V1_23/07/26 |
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| Job Title:            | Sales Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |             |
| Duration of Contract: | Permanent                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |
| Department:           | Sales & Marketing                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |             |
| Location:             | Remote, UK                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |             |
| Reporting To:         | Head of Sales & Marketing                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |
| Salary:               | £40k + 28 days holiday + 1 birthday holiday + bank holidays                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |             |
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| Job Purpose:          | <p>Give as you Live Ltd are an innovative online fundraising platform enabling members to generate free funds for UK charities through a suite of fundraising solutions.</p> <p>We are growing our team and are looking for an enthusiastic, efficient and motivated individual to join our team as a Sales Manager.</p> <p>The Sales Manager plays a critical role in driving the company’s growth by identifying, engaging, and converting potential clients for our fundraising platform.</p> <p>By understanding challenges and positioning the platform as a solution, the Sales Manager will help charities improve their fundraising through our technology. The role also involves maintaining long-term relationships, collaborating with the technical and marketing teams, and providing insights to enhance our offerings and sales strategies.</p> |             |

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| <p><b>Duties &amp; Responsibilities:</b></p> | <ul style="list-style-type: none"> <li>• Proactively identify new business opportunities through outbound calls, emails, LinkedIn outreach, Webinars, online charity communities and industry events.</li> <li>• Create and execute strategic account plans to drive revenue growth and account development.</li> <li>• Deliver engaging product demos and presentations tailored to specific client use cases and challenges.</li> <li>• Identify client pain points and position the platform as the optimal solution demonstrating how it improves impact and outcomes.</li> <li>• Build and nurture long-term relationships to drive satisfaction and retention. Act as key point of contact throughout the sales cycle.</li> <li>• Collaborate cross-functionally to optimise performance including providing regular feedback from the market to support development.</li> <li>• Maintain accurate and up-to-date records of opportunities, interactions, and forecasts within the internal admin system.</li> <li>• Manage account administration including merging, closures and onboarding.</li> <li>• Monitor market trends, competitor offerings, and emerging technologies.</li> <li>• Provide team support with ad-hoc tasks when required.</li> </ul> |
| <p><b>Candidate Specification:</b></p>       | <ul style="list-style-type: none"> <li>• Proven experience in a Sales Manager, Business Development Manager, or senior sales role with a strong track record of meeting or exceeding revenue targets.</li> <li>• Experience managing the full sales cycle from lead generation through to close and account growth.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

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|  | <ul style="list-style-type: none"><li>• Experience selling SaaS, technology platforms, or working within the charity/non-profit or membership sector (desirable).</li><li>• Experience using CRM systems and sales tools to manage pipelines, reporting, and forecasting.</li><li>• Strong selling and negotiation skills with the ability to understand client needs and position solutions effectively.</li><li>• Excellent communication and presentation skills, with confidence delivering product demonstrations to a range of stakeholders.</li><li>• Highly organised with strong attention to detail and the ability to manage multiple opportunities simultaneously.</li></ul> |
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