

JOB DESCRIPTION

JOB TITLE	Head of Sales & Growth	POSITION TYPE	Full time, Permanent
FUNCTION	Local Government & Data	REPORTING TO	Director of Local Government & Data
LOCATION	Remote with occasional travel		

ABOUT US

Infoshare+ is a UK-based data consultancy and SaaS business that helps organisations turn complex data into actionable insight. The business operates at the intersection of data analytics, strategy, and social impact, working with public sector bodies, charities, and private companies.

Infoshare+ is particularly well known for its work in Local Government, Housing and public sector where high-quality data can directly influence outcomes for communities.

ROLE SUMMARY

The Head of Sales and Growth is responsible for driving revenue growth at Infoshare+ by leading the sales function, developing pipeline, and closing new business. This role combines hands-on sales leadership with strategic planning to expand market share across the UK public sector. You will build and lead a high-performing sales team, implement effective sales processes, and work closely with marketing, product, and customer success to maximise conversion rates and customer lifetime value. The role also requires technical credibility, with the ability to understand client requirements, present tailored solutions, and bridge the gap between sales and delivery.

KEY RESPONSIBILITIES

- Own sales pipeline development, forecasting, and revenue targets across new business, renewals, and account expansion
- Lead, coach, and manage the sales team including inside sales, field sales, and account management
- Develop and execute the sales strategy, aligning activity with company growth objectives and market opportunities
- Implement and optimise CRM tools and sales processes to drive efficiency and pipeline visibility
- Build and maintain strong relationships with key customers, prospects, and public sector stakeholders
- Design commission structures, incentive schemes, and performance targets for the sales team
- Provide technical sales support, translating client requirements into compelling solution proposals
- Deliver high-quality proposals, presentations, and demonstrations to prospective customers
- Collaborate with marketing to align demand generation, lead management, and go-to-market campaigns with sales priorities
- Analyse sales data and market intelligence to identify opportunities for improvement and growth
- Monitor SLAs and service commitments for key accounts, ensuring customer expectations are met

- Prepare and present business plans, pipeline reports, and revenue forecasts to executive leadership
- Identify barriers to adoption and work with product teams to address them
- Build sales competencies, best practices, and a culture of continuous improvement across the team

KEY SKILLS, QUALIFICATIONS & EXPERIENCE

- Proven track record in SaaS or software sales leadership, consistently achieving or exceeding revenue targets
- Experience building, leading, and developing high-performing sales teams
- Strong understanding of the UK public sector market and procurement processes
- Technical credibility with the ability to understand product capabilities and articulate value to senior decision-makers
- Proficiency in using analytics, metrics, and CRM tools to manage pipeline and coach sales performance
- Ability to develop and communicate a clear sales strategy that aligns with business objectives
- Proven presentation, negotiation, and deal-closing skills
- Experience writing high-quality bids, proposals, and tender responses
- Excellent relationship-building skills with the ability to engage at all levels, from operational staff to senior executives
- Willingness to undertake UK business travel as required

PACKAGE

- Competitive Salary
- Bonus Scheme
- Pension scheme
- 25 days paid holiday plus bank holidays
- Flexible working hours to promote a healthy balance between professional and personal life
- Life Assurance
- Perkbox Platform (access to discounts, wellbeing content)
- Employee Assistance Program

RECRUITMENT POLICY

Infoshare+ Ltd is an Inclusive employer. We pride ourselves on treating job applicants and employees equally, regardless of their sex, sexual orientation, religion or belief, marital status, age, race, ethnic origin, or disability. We also work together to ensure that all employees work in an environment free from harassment, bullying, unsolicited or unwelcome comments, or overtures on discriminatory grounds. Satisfactory references from current and previous employers will be required and followed up on.