



TEAM LEADER

REPORTS TO

- Business Sales Leader / Profit Centre Manager

PROFILE

- To develop skills which will aid you to provide direction and purpose and to motivate others, whilst taking ownership of your own performance.

RESPONSIBILITIES

- Manage expectations.
- Show honesty in different approaches.
- Show effective time management.
- Run business while developing others.
- Pass on best practice
- Develop skills to conduct review meetings
- Develop the skills of EliteCyber's support/ back office functions for the purpose of the team.
- Develop knowledge and skills of team.
- Support internal recruitment.
- Identify individuals' motivations.
- Communicate successes and business challenges.
- Continually to develop patch and personal sales targets.
- Assume role of Profit Centre Manager in absence.
- Create a motivational environment.
- Identify internal business opportunities.
- Make best use of relationships and resources.
- Live the values of the business.
- Aid in sales issues.
- Shadow interviews for internal recruitment.

KNOWLEDGE & EXPERIENCE

- Management maturity and flexibility in approach.
- In-depth knowledge and experience of Career Development Programme.
- In-depth knowledge of Management Development Programme.
- Ability to use 0-60 training plan.
- Ability to do comparative analysis using MIS.
- Succession planning.
- Conduct performance management.
- Understanding of employment / contractual law.
- Understanding of overall business strategy and ability to communicate this strategy.
- Understanding of accountancy issues.

TEAM LEADER

- Understanding of performance management process.
- Ability to do second stage interviews.
- Influential communicator on individual and group basis.
- In depth knowledge of Planning and Monitoring.
- Understanding of individual and team motivation.
- Ability to build team.
- Effective use of JobAdder system.
- Ability to role model sales best practice.
- Experience of performance reviews.
- Ability to formulate development plan based on appraisal.
- Adaptability in sales approach, individual motivations, and environment.
- Ability to identify competencies in a structured interview.
- Ability to demonstrate the 80/20 rule.

RESULTS

- Achieve personal sales targets.
- Complete Management Development Programme.
- Develop a rookie through their Career Development Programme.
- Develop rookie to hit their first Club Lunch.

TRAINEE
CONSULTANT
SENIOR
CONSULTANT
PRINCIPLE CONSULTANT
or TEAM LEAD
SENIOR TEAM LEAD
BUSINESS SALES LEADER
PROFIT CENTRE MANAGER
DIRECTOR

