

VP of Sales and Marketing

Office Location: **Milton Keynes**

Employment Type: **Full time**

Work Location: **Office/Hybrid**

Department: **Sales and Marketing**

We are open to flexible working

Reporting to: **CEO**

Application process

Contact Luke Warren, CEO

luke.warren@kineticsoftware.com

About Kinetic

We are the UK's leading supplier of event management and student accommodation software to the higher education sector. Our team of 75 people work out of our Milton Keynes (HQ) and Ludlow offices in the UK and from our US office, generating annual revenues of around £10m; we're growing at around 15% per annum. We're owned by Constellation Software Inc., one of the largest software groups in the world, providing fantastic opportunities for benchmarking, sharing best practice and learning.

Kinetic proudly supports 84% of UK and Irish universities, 60 universities in North America, as well as unique venues such as Lords Cricket Ground and the Merlin Group with our deep and powerful software offering. The culture at Kinetic is one of passion, drive and fun where everyone pulls together to deliver an outstanding customer experience, growth and profit.

We support personal development and build on individual strengths, providing options for career progression across our business.

Kinetic is working towards an exciting but achievable goal of growing our revenues to £25M by 2025 through innovation and the reimagining of our product set. This will not only cement our dominance as market leader in the UK but also expand our presence in international markets.

Summary

The VP of Sales & Marketing is responsible for managing our brand, distribution channels, and development of sales for the organisation. They are responsible for developing the strategy based on company goals that will promote sales growth and customer satisfaction for the organisation.

Responsibilities

- Achieve strategic sales growth targets across our multiple geographies and initiatives.
- Develop fantastic business and market intel which feeds the total strategy and leads to data and market-driven decision making as well as thought leadership.
- Ensure customer delight and management is centre of attention.
- As part of the leadership team, support the CEO to develop and deliver clear commercial strategies for profitable growth.
- Provide strategic advice into wider business plans and ideas.
- Develop and deliver clear, concise and insightful commercial reporting to the leadership team to drive performance and aid decision making.
- Work to identify scope for product diversification, new markets and other expansion opportunities and to build the business cases to identify which opportunities to prioritise.
- Work with the CEO to accelerate M&A activity.

Skills

- Commercially astute and forward-thinking with experience of working in a high growth, entrepreneurial business.
- Values led, hands-on proactive leader with a track record of leading profitable growth which is aligned to a culture of putting people first, collaboration, quality, driving innovation and sustainable growth.
- Energy and drive, with previous experience in shaping strategic growth plans.
- Clear, effective communicator, with excellent stakeholder management skills, and the gravitas to influence at board level.
- A career plan that includes achieving CEO position.

Experience

- Extensive sales experience with a demonstrable A-player track record.
- Experienced in bringing together a Sales and Marketing team to achieve strategic goals and targets.

Benefits

In return you will benefit from:

- Being part of an exciting team & working within a thrilling industry
- Performance bonus scheme
- 25 days holiday annually and public holidays in addition
- Company contribution to pension
- Excellent training and support with natural potential to develop further
- A company portal of staff benefits, which is customisable by you including private health care, life assurance, personal development, cinema tickets, wide range of discounts at retailers and much more!

Kinetic provides excellent working environments at its offices, including kitchens with free tea, coffee and refreshments. Our social committee organises activities and events. All staff have access to a flexible benefits package.

Other information

You will need to provide

- proof that you have the right to work in the UK
- a reference
- a DBS check