



UK SALES LEAD

Summary

We are looking for a hungry salesperson to join our rapidly growing junior car company, building cars for some of the most premium luxury car manufacturers in the automotive industry. Excellent growth potential and opportunity to design / shape our B2C sales strategy from day one.

[The Little Car Company](#)

Compensation: Competitive base salary DOE + sales focused bonus scheme + share options

Location: The Little Car Company Headquarters, Bicester Heritage, Oxfordshire

Holiday: 25 days per year, option to take 1 month off unpaid per year after 1 year service

Share options scheme: After 6 months with us - we want everyone to feel 'ownership' of the company

Start date: ASAP (potential to be flexible for the right candidate)

C-19 friendly process: We'll likely do the majority of initial interviews by video call, but will look to meet candidates in person (as per Govt. guidelines and where safe and suitable to do so) if possible.

A bit about us:

As it says in the name, we make little cars. [But they're a little bit special.](#)

The Little Car Company makes officially-branded drive-able little cars for luxury high-end motor manufacturers. We're already making cars for Bugatti and Aston Martin Lagonda, and there are more to follow.

Beautifully engineered vehicles don't just appear at our client's front doors - they are a result of months and sometimes years of meticulous design, dedicated craftsmanship, uncompromising testing and a personal customer experience second to none.

That doesn't happen without an exceptionally talented team fuelled by a determination to create truly remarkable vehicles, whilst having a ton of fun along the way. We work with the best car manufacturers in the business, so are only looking to recruit amazing talent to our relatively small but highly ambitious team.

We are building something special, an environment where everyone looks forward to their Monday mornings (our CEO Ben literally bounds out of bed each morning) and everyone in the company knows the difference they are making and can see how much value they are adding every day. With that mission, it's only natural that we want to build a diverse and inclusive team of highly capable individuals. We strongly believe we all excel and are more creative when we're allowed to be ourselves, and we're committed to a culture where all of us belong.

It helps that our products are [pretty awesome too.](#)

The role:

Above all, in this role you'll be a hunter. You're hungry, ambitious and excited about shaping our sales function and client experience. As we look to grow exponentially in the next few years (our product pipeline is exciting to say the least), we are looking for an exceptional salesperson to help drive sales across our range of models.

Main duties and responsibilities:

- Strong sales focus – you'll have access to our demo vehicles and our client experience centre, plus admin support where required, freeing you up to do what you do best – flying the flag for The Little Car Company, knocking on doors and getting sales over the line.
- Territory: Worldwide (but we will have in-country managers on the ground helping to get our name out there)
- Building and nurturing relationships with HNW clients (with support from client services), from first contact to when their cars arrive at their door and beyond – you'll remember the little details that matter to them and turn new leads into lifetime customers
- Use your existing network of contacts and HNW clients to drive sales alongside chasing new prospects (preferred but not essential)
- Hosting our client visits and test drives at our Bicester Heritage HQ, out on the road meeting potential clients and working from Bicester / London / Remote chasing up prospects
- Regularly updating our CRM with new prospects and liaising with the client services team
- Taking part in automotive shows that we have a presence at (either our own stand or with partner brands)
- Using your initiative to network with potential clients wherever you can
- Understand and keep up to date with the luxury car market

Skills:

- Confident sales-focused relationship builder with an insatiable appetite for converting prospects
- Driven not only by individual performance but also by the desire to see the business succeed (you'll be a shareholder after all)
- High energy, Switched on and can take the initiative, you don't need to be told what to do all the time. We want people who look for problems and solve them without being asked.
- You will be target driven with more than 4 years' experience in a similar role, previous experience with vintage / classic / high value cars beneficial
- Excellent sales, interpersonal, organisational, written, and analytical skills.
- Comfortable building professional working relationships - you will have the emotional intelligence to build rapport with clients and understand what motivates them to be buying our beautiful little cars.
- Comfortable working in a fairly unstructured environment where you have plenty of autonomy – we're a pretty flat structure, as we expect everyone to be high-performing and self-managing. It's an entrepreneurial environment which keeps things interesting, but isn't for everyone!

Details / perks:

- Full time mostly based at The Little Car Company's brand new HQ at Bicester Heritage, the UK's first automotive campus. Expectation that you'll be out 'on the road' chasing leads so location can be flexible depending on where you need to be.
- Flexible working - family friendly employer
- Competitive salary plus performance related bonus structure
- 25 days holiday a year plus option to take 1 month off unpaid per year after 1 year service

- Opportunity for equity ownership / stock options and compensation will increase as we grow – ultimately you are in control of your destiny and the rewards will be there for the right people
- We're working on the perks, and increasing them as we grow. So far they include team events and dinners, trips to industry events, test drive days, Santander bike subscription, Cycle to Work Scheme, Picturehouse cinema membership.
- Our company car is a Caterham – as an employee you can book a weekend to use it as you like (within reason!)