



Property Auctions

National auctioneers, personal service



Regional New Business Manager

Like to be in, and out, and about? New Business at SDL Property Auctions is moving with the times. Send your application in!

SDL Property Auctions

Various locations across England. Home based role

We are the UK's most successful live-streamed auctioneer, selling hundreds of properties every month in our National Property Auctions and daily Timed Auctions.

At SDL Property Auctions we pride ourselves on being national auctioneers who provide a personal service, delighting our customers with great results every single month. We sell a wide range of residential and commercial properties for both private individuals and corporate clients ranging from investment properties, vacant houses, building plots, commercial and mixed-use buildings and more.

We also partner with more than 1,400 estate agents across the UK, allowing them to benefit from their very own, white-labelled auction department, which boosts their income and enables them to support sellers with fast and faff-free auction sales.

We are passionate about people and property, making sure our customer's experience is as great as can be. We want to do what it takes to make our customer's lives easier and better, regardless of who they are or their position. Our greatest asset is our people – and we know that by empowering them to make a difference, we can all become the best that we can be.

Your life as a Regional New Business Manager

This role is pivotal in the sales growth of the SDL Property Auctions partners team and the property services the SDL Group offers. The role is to sign up new estate agency auction partners, corporate introducers, public sector introducers and commercial agents, who introduce lots to auction. Solely focussed on new sign ups but also accountable for the continued and regular referral of potential properties for auction. Building the region's SDL Property Auctions relationships and contribution to the whole group. It will always remain a sales role with ambitious targets. We are flexible on location as this is a home based role.

What you'll do

- Manage and build relationships across all partners to increase awareness and referral numbers, contributing to the overall success of the business for Timed Auction and national Auction Event sales
- Sign up all new auction partners, who refer lots for auction on a regular basis
- Set appointments with decision makers
- Build relationships across the property sector in your region
- Deliver and conduct live video-based meetings / webinar style training on various software
- Use new technology to achieve our business goals
- Reach targets and goals set
- Establish, maintain and expand your auction partner client base
- Support the ongoing training of partners
- Develop and innovate ideas to recruit new partners
- Compile and analyse sales figures and produce sales MI
- Deal with some major customer accounts as requested
- Keep up to date with competitor and market activity in your area
- Commit to achieve targets and progress the region

Who we're looking for

We want to find a self-motivated, experienced property professional with a customer focus who has:

- At least 1 years' experience of working in a sales role in an estate agency
- A strong profile in the local area with an established network of clients
- Excellent communication and organisation skills
- Tenacity and a passion for winning new business
- Never takes no for an answer and flexible in finding innovative ways to connect with your prospects
- Competent in Excel, PowerPoint and confident in video-based meetings and webinar style training
- The ability to read people well and match your approaches to ensure success
- Ability to work independently and be self-motivated
- Warm and likable personality
- Someone who would consider it an honour to be part of a successful team
- Keen eye for detail and a conscientious approach to your work.
- Computer literacy
- Clean driving licence

How to apply

Write an email telling us why this job's got your name on it. Attach your CV. Press send careers@sdlgroup.co.uk. If you require any reasonable adjustments for any part of the recruitment process, please let our HR team know within your covering letter.