



Why Join the Twinkl Team?

Love what you do? We are looking for creative people to do what they do best. This is your chance to join a friendly and passionate team that really cares about making a difference to the lives of teachers and children around the world.

What Do We Offer?

- Well-being workshops
- Free lunch monthly and healthy snacks
- An awesome office and social space
- Team socials every month
- Opportunities for progression and change
- A friendly, supportive atmosphere
- The chance to make a difference around the world



Twinkl Application Pack

Who We Are Looking For

We are a friendly bunch and want someone who is passionate about their work, but will also fit in with the team. You should have a hard work ethic, good sense of humour and the ability to communicate with people appropriately.

About Twinkl

Twinkl is the world's largest provider of high quality, printable, primary teaching resources. Twinkl is now used by the majority of UK primary schools and is also widely used around the world. As such, we're a high volume site with global aspirations and are now looking for a new team member to help us push forward!

How to Apply

Please submit your CV & covering letter via the "Submit application" button on the careers page.

Within your covering letter (1 A4 page) please refer to the Person Specification in detail and wow us with your abilities.

A note about portfolios. If you are applying for a creative job it would help us if you sent a single PDF version of your portfolio or a link to your online portfolio. Please don't send multiple attachments or large zip files. Thank you!

What We Offer

- A chance to become part of a global and quickly expanding business which is at the top of its market.
- The opportunity to have personal input into the business; help develop the vision & direction of the site and its products.
- A space to train and learn new things; you get to decide where you want to develop your skills and we help you achieve.
- A really great office space to work in.
- An incremental holiday scheme.
- Regular team socials throughout the year.
- Annual team events.
- Tea, coffee, fresh fruit & snacks!
- A chance to work with a really nice bunch of people!

Any Questions?

We would love to hear from you! Please get in touch with our team at careers@twinkl.co.uk.

Please note; all successful applicants will be subject to a standard disclosure check and appointments are subject to a probationary period.

Twinkl is working to be an equal opportunities employer and welcomes diversity in our workforce.



Our Purpose and Values

We believe in transforming lives through beautiful design.

Trust

We believe that people work best when there is a foundation of trust.

- Our users mean everything to us. We want our users to be able to trust us completely, in everything we do.
- We strive to nurture one another's abilities, talent and confidence as well as our own - encouraging progression in each other.
- We understand the need to communicate effectively with our community, and with each other.

Ownership

We create the best possible products for our users and understand just how important the quality of our work is.

- We always aim to exceed expectations, in all areas of our work.
- We accept personal accountability to meet business needs, improve our systems and help others improve their effectiveness.
- We all take responsibility, treating the Company's assets as our own and behaving with the Company's long-term success in mind.
- We care passionately about making a difference in the lives of our users and we know that this will reflect into lives all around the world.

Innovation

We are passionate about continually developing materials that make a real difference to lives around the world.

- We consistently find ways to disrupt our business model and products.
- We constantly ask 'why not?'
- We have a healthy dissatisfaction with the status quo.
- We have a compelling desire to improve, and to achieve, for our users.

Integrity

We always try to do the right thing.

- We always tell the truth and we take responsibility for our actions, understanding the importance of the service we provide.
- We respect our colleagues, suppliers and users, and treat them as we want to be treated.
- We are honest and straightforward with each other.
- We uphold the purpose, values and principles of Twinkl in every action and decision.

Leadership

We have a clear vision of where we are going and lead in the markets we serve.

- We are all leaders in our area of responsibility, with a deep commitment to delivering leadership results.
- We understand the importance of actively serving our users.
- We focus our resources to achieve market leading objectives and strategies.
- We appreciate the need for constant and meaningful communication to drive innovation and improvement to our products and service.

Loveliness

Loveliness makes Twinkl the special place it is.

- We love what we do, take pride in our work and have fun.
- We understand the power of positivity and make the most of each and every day.
- Everything we do, it is made that bit more special because we live our motto: **Be Lovely!**

Head of Sales

Location: Twinkl HQ

Salary: Dependant on experience

Hours: 37.5 hours/week (including school holidays)

Contract: Permanent

Suitable for Job Share: No

Job Description

You will be responsible for the management of our small, but growing, sales department. You will develop and implement our overall sales strategy.

Key Responsibilities:

- Create the overall sales strategy
- Agree targets and KPIs
- Implement a variety of new business initiatives to drive sales
- Input into marketing material to maximise sales
- Work with the other customer facing teams to ensure consistent Twinkl voice with our customers
- Manage, train, develop and build the sales team

Core Skills:

- Proven track record in sales: new, renewals and upgrades
- Ability to develop data-driven, strategic plans
- Experience of a wide variety of sales tactics, strategies and campaigns
- Coaching management style
- Demonstrable ability to motivate and maintain team morale
- Experience of working in an Agile environment
- Ability to work in a fast-paced, results-driven environment
- Loves working to specific targets, and motivating a team to do the same
- Outgoing, positive, upbeat, competitive
- Able to identify new strategies through research, CPD and self-directed learning

Soft Skills:

- Is good fun to be with and has the ability to communicate well with others
- Is organised, able to work to deadlines, and manages time effectively
- Is able to communicate with colleagues and our external partners effectively, both written and verbally
- Has a hard work ethic, is passionate, driven and loves what they do
- Is honest, trustworthy and reliable
- Produces quality work and is ready to learn new skills

Qualifications & Experience:

- 10+ years in a sales environment
- 5+ years in a leadership/management role
- Graduate in relevant degree or equivalent working experience
- Experience in a similar industry to Education
- B2B sales experience