

New Business Sales Manager



ABS UK Ltd

Halifax, UK (Field & Office Based)

£40,000–£45,000 basic + uncapped, industry-leading commission

The Opportunity

ABS UK Ltd is a well-established and highly respected provider of Managed Print, Document and IT Solutions, helping organisations improve efficiency, control costs, and strengthen security. As part of our continued growth, we are looking for a high-performing **New Business Sales Manager** to build, lead, and grow a dedicated new business sales team while personally driving significant revenue growth.

This is a hands-on leadership role for someone who thrives on winning new customers, setting standards, and building a high-performing team from the ground up.

The Role

Reporting directly to the Shareholders, you will initially focus on winning new business personally, while progressively recruiting, developing, and managing a team of 4–5 direct sales professionals.

You will sell ABS UK Ltd's full portfolio of Managed Print and IT solutions to businesses across the Northwest, using a consultative, value-led approach.

Key Responsibilities

- Proactively identify and develop new business opportunities through prospecting, networking, and lead generation
- Engage with senior decision-makers to understand business challenges and present tailored, commercial solutions
- Manage the entire sales cycle from first contact through to close and successful onboarding
- Build and embed a high-performance new business sales culture
- Recruit, coach, motivate, and performance-manage a growing sales team
- Maintain strong pipeline discipline using CRM systems
- Stay informed on market trends, competitor activity, and emerging technologies

What We're Looking For

- Proven success in the MPS market, consistently exceeding new business targets
- Minimum 3 years' experience selling Managed Print, IT, or Office Technology solutions
- A true new business hunter with leadership ambition
- Strong communication, negotiation, and presentation skills
- Commercially astute with the ability to uncover and articulate customer pain points
- Self-motivated, driven, and comfortable working autonomously
- Full UK driving licence and willingness to travel

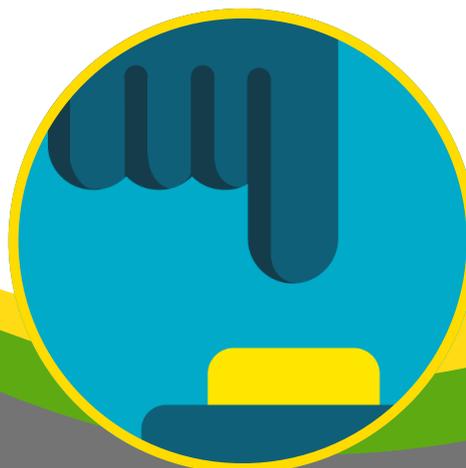
What We Offer

Uncapped, industry-leading commission with genuine high earning potential

- Company car or car allowance
- Clear career progression to Director Level in a growing, forward-thinking business
- Direct access to senior leadership and real influence on company growth
- Supportive, energetic, and professional working environment

Apply Now

If you are a high-performing MPS sales professional ready to step into a leadership role, or an experienced sales manager who still loves winning new business, we want to hear from you.



Email your CV to: careers@absabetterway.co.uk