



## Head of Sales

Are you a sales leader who doesn't just strategise but also executes? Do you have a proven track record selling software and hardware solutions into aviation, construction, or industrial markets?

At Foresolutions, we combine innovative technology with real-world applications. We're looking for a Head of Sales who can lead from the front, deliver results, and build a high-performing team that drives growth across our connected technology solutions.

## About the Role

You'll take ownership of our sales function, developing strategy, driving new business, and strengthening relationships with key clients. This is a hands-on leadership role for someone who thrives on delivering results while inspiring and developing others.

## Key Responsibilities

- Lead, coach, and grow a dynamic sales team
- Develop and execute sales strategies to achieve company growth targets
- Identify new opportunities across aviation, construction, and industrial sectors
- Build strong customer relationships and ensure outstanding client experience
- Collaborate closely with technical and project teams to deliver complete solutions

## What We Offer

- Competitive base salary with commission and performance bonus (OTE)
- Hybrid / flexible working from our Ringwood, Hampshire office
- Benefits package and the chance to shape the future of our sales operation
- Opportunity to work with cutting-edge connected and IoT solutions

## Location

Our head office is based in **Ringwood, Hampshire**, with flexible **hybrid working** options available. Some travel may be required to meet clients and attend key project sites across the UK.

## Who You Are

You're an ambitious, results-driven sales professional who combines strategic thinking with the ability to deliver. You enjoy developing business, building teams, and making a measurable impact in a fast-growing, tech-driven company.

## Ready to Apply?

If you're ready to lead, inspire, and grow with a forward-thinking business, we'd love to hear from you. Apply now: **[Tom.Ross@foresolutions.co.uk](mailto:Tom.Ross@foresolutions.co.uk)**



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