Fractional Sales Partner - East Midlands

Organisation	Northstar Partnership
Location	Derbyshire, Leicestershire and Nottinghamshire
Working arrangement	Self-employed, portfolio-based opportunity
Income	You set your own day rates and bill through your own limited company

Build your own fractional career. Do not build it alone.

You may have spent years building and leading successful sales teams.

You know how to turn commercial ambition into a clear sales plan, a healthy pipeline and improved performance. You may now be ready to use that experience across several businesses while gaining more control over your own time and career.

But starting an independent consultancy from scratch can feel daunting.

Northstar Partnership offers a different route.

The opportunity

Northstar is an established team of six experienced business leaders, currently working with more than 60 companies across the East Midlands.

We are looking for an experienced Sales Partner who wants to build their own portfolio of fractional clients while remaining part of a supportive and credible team.

You will work with SME Business Owners who need experienced sales leadership but do not require a full-time Sales Director.

What you could help clients with

Depending on each client's needs, your work could include:

- Developing a clear and practical sales strategy.
- Identifying priority markets, customers and opportunities.
- Improving sales processes, disciplines and accountability.
- Creating greater visibility of pipelines and future revenue.
- Introducing meaningful sales measures and forecasting.
- Coaching and developing salespeople and sales managers.
- Helping owners recruit and structure their sales teams.
- Improving propositions, pricing and commercial conversations.
- Supporting significant bids, negotiations or new-market opportunities.
- Turning growth ambitions into consistent sales activity and results.

The emphasis is on practical commercial leadership - helping clients implement improvements, not simply giving them a sales plan.

What you will gain

You will remain independent. You will control your own diary, choose the clients you want to work with and set your own day rates.

But you will not be doing it alone.

You will benefit from:

- An established Northstar brand and professional market presence.

- The credibility of joining a team that already works with more than 60 companies.
- Experienced Partners with whom you can share ideas and challenges.
- Opportunities to collaborate with our Strategy, Finance, Marketing, TAB and business advisory Partners.
- A stronger platform from which to position your experience at an appropriate senior-level day rate.
- The freedom to build a portfolio that reflects your strengths and ambitions.
- The satisfaction of helping SME Business Owners create sustainable, profitable growth.

The person we are looking for

You will have substantial senior sales leadership experience and a strong record of improving commercial performance.

You are likely to be:

- Commercial, practical and comfortable working hands-on.
- Able to move easily between strategy and implementation.
- Confident challenging Business Owners and leadership teams.
- Comfortable coaching salespeople as well as holding them accountable.
- Interested in understanding the whole business and its customers.
- Able to build trusted, long-term client relationships.
- A self-starter who is prepared to develop their own network and portfolio.
- Willing to share your experience and contribute to the wider Northstar team.

Please read this part carefully

This is not a salaried position or a guaranteed diary of clients.

You will operate independently through your own limited company and will be responsible for developing your own client portfolio. Northstar provides a credible brand, an established team and a stronger platform from which to build - but we cannot build the business for you.

The right person will want the freedom of running their own business without losing the support and camaraderie of working with experienced colleagues.

Interested?

If you would like more control over your working life without having to build everything by yourself, we would be pleased to have an informal conversation.

Please apply with your CV or LinkedIn profile and a short note answering:

How would an SME Business Owner be better off after working with you - and what gives you confidence that you could build your own client portfolio?

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