



Precision Proco

Precision Proco is a trading name of Precision Printing Co. Limited
9 Parkway Close
Sheffield
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0114 2728888
www.precisionproco.co.uk

Job Title: Growth Manager
Function: Sales and Growth
Reports to: Head of Growth and Partnerships
Direct Reports: None

Company Overview

At **Precision Proco**, we're more than just a print business – we're a movement within the thriving print space. We are a human-driven, tech-enabled, SMART production company that thrives on delivering innovative, data-driven solutions. Our commitment to client partnerships fuels our success, making us a leader in on-demand print production and data led direct mail.

With our sights set on continued expansion, we've grown from **£50m** to **£73m** turnover over the last four years, thanks to our team of 500 talented individuals.

Now, we're looking for the next key player who's ready to **thrive and grow** with us.

Why You?

You're passionate about driving business growth. You're a **go-getter**, not afraid to push boundaries and **create opportunities**. You know how to identify potential clients that align with our vision and **convert leads into long-term partnerships**.

If you love the thrill of the hunt and have a winning mentality, you're exactly who we're looking for.

Job Purpose

The Growth Manager will FIND and WIN new business opportunities, smashing individual targets and contributing to the company's overall growth strategy.

- **FIND:** Identify ideal business opportunities that will help Precision Proco continue to flourish.
- **WIN:** Bring the drive, mentality, and determination to close deals and set the standard for excellence.

Key Performance Indicators

Your success will be measured by your ability to:

1. **Generate £1m in new business annually**, ensuring added value and strong margins.
2. Keep in constant contact with new and existing customers, maintaining strong relationships.
3. Collaborate with internal teams to deliver exceptional client experience.
4. Ensure positive margins and manage added-value levels.
5. Adopt a **Customer First** mindset, putting customer needs at the heart of what we do.
6. Keep CRM systems like **Hubspot** updated and provide timely, accurate sales reports.

7. Build powerful internal and external partnerships that support our ambitious growth.

What You'll Achieve

Your success will be measured by your ability to:

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Key Accountabilities

- **Drive Growth:** Use your sales and negotiation skills to win new clients and secure growth.
- **Customer Partnerships:** Establish strong, enduring relationships with clients, ensuring we deliver on every promise.
- **Autonomy & Flexibility:** Manage your time efficiently, work independently within a supportive sales team structure.
- **Innovation:** Find new ways to exceed targets, whether through referrals, modern acquisition techniques, or new business strategies.
- **Collaboration:** Work closely with commercial, production, and client services teams to ensure projects are delivered flawlessly.

Your Impact

You'll play a pivotal role in the evolution of Precision Proco. You'll be at the forefront of our growth strategy, helping to shape the future of our business.

This isn't just a job – it's your chance to **lead, innovate**, and leave a stamp in a company that's growing as fast as your ambition.

Governance & Commitment

We hold ourselves to the highest standards in **Information Security, Health & Safety, Quality, and Environmental Management**, and we expect our team members to do the same. From **ISO certifications** to our **ESG policies**, your work will contribute to maintaining our outstanding reputation in the industry.

What We Offer

- **Hybrid working** – the flexibility to work in a way that suits you.
- The opportunity to make a real impact and **progress quickly** within our dynamic and fast-growing company.
- A culture that's driven by innovation, collaboration and continuous improvement.
- Access to a team of inspiring leaders and colleagues who will support your growth.
- Salary that rewards your performance and commitment.
- Car allowance.
- 25 days holiday per year plus UK public holidays.

Next Steps

We believe in **people** being more than just CVs. Send us your CV and a 1-minute video explaining why you are the perfect fit for Precision Proco and what you see as the biggest growth opportunity for our business in an AI world.

Contact:

Chris Molloy – Head of Growth and Partnerships

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