

JOB DESCRIPTION

Job Title: Sales Executive

Reports To: Sales Manager

Location: Brighton & Hybrid Working

Job Purpose:

Manage warm leads from the three lead Channels (P2P, Microsoft and Organic), as well as prospecting and pursuing new sales prospects, negotiating, and closing deals and achieving exceptional customer satisfaction to support the delivery of revenue and turnover targets. Producing tailored proposals, sharing market and customer insights with SLT, and working closely with other departments to close deals and create the best customer experience.

The role will be measured by winning net new customers and developing existing customer accounts to increase the customer lifetime value and grow revenue.

Role Responsibilities:

- Actively developing future opportunities through personal brand, independent outreach to target potential clients, collaboration with marketing and responding to leads from new enquiries via telephone and email, delivering introductory calls and tracking them on the internal CRM (Customer Relationship Management) system
- Delivering bespoke presentations and generating tailored proposals of core services and Product Catalogue IP Solutions
- Maintaining a healthy sales pipeline, always keeping sales forecast & sales related data up to date on CRM system and proactively managing the sales process to close profitable deals
- Development of existing accounts and relationships, to sell Phase 2, Optimisation Projects, and Product Catalogue IP Solutions
- Research and maintain industry knowledge on Microsoft Dynamics 365
- Consistently and proactively work towards achieving and exceeding targets whilst acting in a team spirit
- Pro-active management of pricing changes and subscription fluctuations
- Collaboration with Marketing on content, trends and campaigns and identification of new services and solutions

Experience Required:

- Previous experience in a B2B sales environment preferably within the Tech industry
- Hands-on experience with CRM software
- Ability to learn and apply Microsoft Dynamics 365 Customer Engagement Solutions and Licence requirements
- Customer focused attitude with an ability to quickly build relationships
- Passion for sales and a hunger to close a deal
- Impeccable attention to detail and delivery against high quality standards
- An ability to multi-task whilst maintaining high levels of customer service and communication skills
- Ability to work independently and as part of a team
- Self-motivated with a resultsdriven approach
- Professional, personable, and presentable
- Experienced in understanding customer business pain points/project objectives and presenting solutions
- Flexibility to travel to client sites from time to time
- Exceptional communication skills, verbal, written and presenting

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