

# JOB ROLE

## JUNIOR SALES EXECUTIVE

Due to ongoing expansion, we are seeking Junior Sales Executives who may EITHER be experienced sales professionals OR those looking to get into their first sales role!

This Junior Sales Executive role will include:

- Engaging with new prospective customers and representing the company.
- Identifying key decision makers whilst developing and qualifying new business opportunities within the targeted markets through cold calling, events, and high-level prospecting.
- Articulating the solutions and services available and tailoring it to client-specific needs
- Meeting set targets and working closely with Marketing and Sales by methodically working on and following up on a variety of pro-active sales activity.
- Consistently achieving quarterly and annual KPIs
- Making use of technology to set up meetings, webinars, and other digital events whilst travel is limited.

For the role you need to be highly tenacious, driven and have the following skillset:

- Possess excellent verbal, written communication, and presentation skills
- Be target driven and capable of hitting KPI's and activity levels
- Knowledge of LinkedIn and/or CRM advantageous
- Be an experienced Business Development Executive with a track record OR be a junior candidate with a REAL desire to get into sales!

What the company offers to its hard-working employees:

- Excellent salary and benefits package including contributory pension, bonuses, private health, 24 days holiday.
- An extremely pleasant and professional working environment with like-minded professionals.
- Ongoing training and personal development.
- The chance to work on sales campaigns for fun and challenging projects!
- REAL chances for rapid career progression for top performers into a variety of other roles.

IF you are a strong match to the specific requirements for this role then please apply with a CV as soon as possible. Candidates who are not a close match sadly cannot be considered.

Keywords; sales, new business development, inside, internal, account manager