

Job Description: Sales Executive

Location: Warrington, Cheshire

Job Purpose:

In an office based customer facing role, the Sales Executive will work in partnership with prospective clients; responsible for generating new sales opportunities and actively managing the sales cycle for the company's products and services. Candidates must have a proven background in a sales or sales support role ideally within a technology based business where they have been a part of a team that has achieved or exceeded revenue goals. In addition candidates should have a pro-active approach to their work and be able to demonstrate strength in negotiation, organisation and interpersonal skills.

Responsibilities:

The main responsibilities are detailed below, although the Sales Executive would also be expected to perform any other duties which may reasonably be required by the business:

- Meet or exceed all defined objectives and targets for profitable sales
- Identify sales opportunities for Certero's products and services
- Generation of own sales leads from personal activity
- Follow Certero's core sales process ensuring that client records are up-to-date and accurate
- Provide comprehensive and accurate sales forecasts to the Sales Director each quarter
- Positively and effectively representing Certero at all times

The role, responsibilities and focus will change and develop over time along with the company's growth.

Essential Requirements:

In this role we seek a motivated, self-starter with a passion for direct and continuous engagement with customers based in our head office in Warrington, the following skills are critical to success in this role:

- Exceptional communication skills
- Exceptional Sales skills
- Self-motivated and self-sufficient, able to manage your own time and workload
- Excellent pipelining and forecasting skills
- Outstanding verbal and written communication skills
- General interest in technology and Certero's products and services
- Experience selling to and working in conjunction with all levels of professionals
- Motivated by success
- Persistence, resilience, Integrity, honesty and trustworthiness
- Previous software sales experience an advantage but not essential
- Previous Software Asset Management experience an advantage but not essential

Contact

To apply for this role please forward your current up-to-date CV together with a covering letter to careers@certero.co.uk.