

Job Specification

Position: Inside Sales Executive

Based: Reading

Pay: Dependent on experience

Key Responsibilities

This is a sales position, working as part of the sales team. The successful candidate will spend much of his/her selling time on the phone, and will learn to demonstrate the Workbooks applications remotely using Goto meeting. The individual will work closely with and support an experienced field sales individuals in customer opportunities, customer proposals and bids and demonstrations of the Workbooks system.

The individual will take responsibility for triaging and qualifying inbound leads in the verticals of their team as well as supporting field sales when they are out of the office. The role is mostly targeted on moving the targeted amount of inbound leads to a qualified status each month, with the remainder of commission based on sales achieved by their field sales person.

This role requires confident and professional engagement with customers/prospects and a professional demeanour of customer service. There is much emphasis on accountability, with regular scrutiny of activity, sales pipeline and forecast.

Sales people at Workbooks enjoy a great deal of management support and guidance, as well as benefiting from periodic external sales training.

Success in this role will bring greater earnings and career progression within the company and advancement of the individual's skills and capabilities.

Skills and Experience

The successful candidate will be:

- Clearly spoken, articulate, numerate and presentable
- Ambitious and tenacious
- Educated (preferably to degree level)
- Computer literate
- Experienced in a technology sales environment (preferred)
- Expected to take responsibility for their success
- Based within commuting distance of Thames Valley Park, Reading
- Business applications knowledge, especially CRM would be a distinct advantage

As part of the recruitment process, candidates will be expected to make a sales presentation and should be able to explain clear and credible motives for wanting this role.
