

Ambitious international Tech company is looking to recruit an **Inside Sales Executive** to join their Sales team. As an Inside Sales Executive, one of your main responsibility will be to develop new business by cold calling potential clients, and to manage clients once the business has been won. The role will evolve towards project management for the right person. The Inside Sales Executive will report to the Inside Sales manager.

ROLE:

- Sourcing new sales opportunities, cold calling potential clients and making appointments for the sales area manager (cold calling will be required)
- Understanding and qualifying client's needs and requirements
- Building up client relationships to maintain and develop business
- Giving quotes to clients and following-up on projects
- Reporting sales onto CRM and making sure of the relevance of the information
- Advising and quoting clients according to the potential and existing clients requirements/needs
- Liaising with clients regularly to inform them of new products, promotions, events, etc.

PROFILE:

- Previous cold calling experience in a B2C or B2B environment, ideally as a Telemarketing Executive or an Inside Sales Executive, or
- Previous customer service experience with cross-selling tasks
- Target driven targets
- Strong communication skills as well eye for the details, and natural curiosity.
- Good IT skills or previous use of CRM

SALARY:

Basic c£25-£27k/pa according to skills and experience + commission

Benefits include pension, medical insurance, 25 days holidays