

Software Sales Executive - Customer Relationship Management (CRM)

Salary: £23,000 - £25,000 (OTE £28,000 - £32,000 Uncapped)

Status: Full time, permanent

Job Category: Sales, Information Technology

Location: Aylesbury, Buckinghamshire

Overview

Are you a tenacious and target-driven software internal sales professional? Looking to develop your career and earning potential? If so, read on.

We are a specialist customer relationship management consultancy, delivering CRM systems to UK and European businesses. Established in 2004, we have continued to deliver CRM solutions to a wide variety of organisations. An opportunity has arisen for a highly motivated Software Sales Executive to join the team. This is an internal sales role but the successful candidate is expected to progress to a field sales role within 12 to 18 months.

The Role

As a Software Sales Executive, you will be responsible for selling the company's CRM solutions to businesses throughout the UK.

Your duties will include:

- Developing new leads and book meetings for external sales consultants
- Communicating and demonstrating the features and benefits of the company's solutions using online demonstration tools
- Effectively qualify prospects needs and stage in the buying cycle

To be considered for the role of Software Sales Executive, you must have:

- Significant internal software solution sales experience
- Experience of working to KPIs and targets

Although not essential, experience of selling CRM systems, particularly Sage CRM, Microsoft Dynamics CRM or SalesLogix CRM, would also be beneficial.

Coaching

- Training will be given on our products and services and well as all systems used in the role

Role progression

The successful candidate will benefit from a competitive salary, excellent bonus scheme, a supportive working environment, full comprehensive training and career progression opportunities.

How to apply

Send your CV and a covering letter to mark.woodbridge@seelogic.co.uk