

Senior Sales Executive, £26K Basic+Commission

Are you a highly articulate, goal orientated Sales Executive looking for the next step in your career? Do you have experience in a B2B sales environment (min 18 months) and possess the skill and knowledge to structure a sales call / sales pipeline through to success? Then I would like to hear from you..!

My client is a fast-growing UK/London based subscriptions business with a portfolio of market-leading brands. They make websites, magazines, tablet apps, mobile sites, live and digital events.

Currently looking for an ambitious goal orientated sales executive with 18mths b2b sales experience who is now looking for the next step in their career?

You will be responsible for developing new business opportunities across a number of sectors within the portfolio including, pharma, technology, the public sector and public sector associations. At your disposal you will have a full armoury of multiplatform marketing solutions to delight and engage your customer base.

Ideal Candidate:

- Degree preferred but not essential
- Experience in a B2B sales role (minimum 18 months)
- Knowledge of sales process & structure
- An ability to plan time (and territory) effectively
- Resilient & adaptable
- An ability to build instance rapport.
- Detailed customer knowledge (can discuss customer profiles, needs & goals)
- Highly articulate
- Persuasive & driven
- Detailed market understanding (can discuss nuances of assigned market; changes, challenges etc.)

To Apply for this role, click apply.