

Job Title: Software Sales Executive

Location: Sheffield, UK

Based in Sheffield and London, Xactium is an innovative and rapidly growing business focused on delivering cloud based Risk Management software solutions to the Financial Services market. Our clients include global enterprise companies and organisations such as Direct Line Group, JLT and the Financial Conduct Authority.

We are looking to grow our team and have an opportunity for a New Business Sales Executive.

Overview

As Software Sales Executive, you'll need to be a self-starter, and ideally have some experience in a previous sales role. You will be responsible for developing new sales opportunities in the SMB market, by prospecting for leads via calling, email and social media channels. You will need to understand the customers' needs and be able to advise on and propose the right solutions. You'll need to be dynamic, energetic, and inquisitive and like to work collaboratively as part of a friendly and driven team.

Roles and Responsibilities

- Generate a pipeline of sales opportunities via research and prospecting
- Be confident in presenting and giving software demonstrations
- Closing sales and ensuring specifications are accurate and signed off by the customer
- Understand the business drivers and strategies of the target market so that you can position Xactium risk software as a value add solution with prospects
- Determining customer challenges and shaping solutions to meet these needs
- Work with the marketing team to define suitable campaigns into the target market
- Follow-up leads generated by a variety of marketing programs to initiate conversation, learn current business programs and qualify potential business applications
- Identify key targets in our CRM system and initiate contact with appropriate suspects, leveraging research resources to create interest
- Build strong working relationships with external internal stakeholders

Requirements

- Bachelor's Degree or equivalent qualification
- One to two years sales or software consulting experience
- Must be willing to travel up to 50%
- The passion to interact with clients over the phone and face to face

- The ability to build relationships and rapport quickly
- Willingness to work hard, develop and progress through the company
- Capable of working independently and within a team
- Professional persistence & ability to "think on your feet"
- Good organizational skills and a results-oriented self-starter attitude
- Highly intelligent individual who is driven to succeed
- Prepared to listen, learn and develop solution sales skills

Desirable but not essential skills & experience

- Risk Management / Compliance Management domain experience
- Relevant professional qualification
- Experience in using Salesforce CRM
- Selling to Financial Services organisations

Benefits

Competitive package with an OTE of £80k, depending on experience; annual salary reviews; 25 days' holiday plus 8 days bank holidays; annual bonus from the company's profit share scheme; eligibility to join the company stakeholder pension scheme (upon successful completion of a probationary period); excellent career development opportunities.

Reasons to Work at Xactium

1. Join the cloud computing revolution, one of the biggest trends in software development today
2. Be a part of a dynamic sales and marketing team selling market leading cloud solutions
3. Enjoy a rewarding job with job satisfaction and good career prospects
4. Collaborative and supportive environment, working with different areas of the business to achieve collective goals
5. Flexible working, providing a good work/life balance
6. Opportunity to join in social activities and fundraising along with attending social occasions to build a network of colleagues and friends

Location

Sheffield

How to Apply

To apply for this position, please send your CV and covering email to jobs@xactium.com