

Job Title: Sales Executive
Location: Crowborough, East Sussex, TN6 2SL
Salary: £28,000 - £35,000 OTE (Basic + Uncapped Commission + Benefits Package)
Contract: Permanent, Full Time

Selectapension is based in Crowborough, East Sussex and is seeking a Sales Executive to join their expanding sales team selling software to pension and investment professionals.

Having identified a niche in the market, Selectapension has expanded rapidly since the launch in 2004. Now with a turnover in excess of £2.5m they are a significant provider of software to the industry and are widely quoted for their knowledge, expertise and data analysis within the trade press.

This vacancy provides a fantastic opportunity to work locally for a professional but friendly company whilst earning uncapped commission, plus great benefits such as company pension scheme, health scheme, death in service benefit and reduced gym membership.

As a Sales Executive you will:

- Take incoming and make outgoing sales calls to existing and potential subscribers for sales / upsales, providing excellent customer service at all times.
- Ensure that all contact made is recorded on the appropriate database and that all agreed documented sales and after sales processes are followed.
- Arrange free trials and demonstrations of the Selectapension suite of tools, following up to effectively close the sale.
- Complete a set minimum number of sales calls and demonstrations each month.
- Reach achievable sales targets each month.
- Assist the Sales Manager when required.

Training: Full product training will be provided in-house, plus the opportunity to take industry qualifications.

Hours: You will be required to work 9 am – 5.30 pm Monday to Thursday and 9 am – 5 pm Friday.

Annual Leave: 24 days plus Bank Holidays (increasing with length of service).