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| Job Title: New Business Sales Executive | Contract type: Permanent |
| Department: Sales (Hungerford, UK) | Date: 22 August 2016 |
| Reporting to: European Sales Director | Contact: recruitment@kerridgecs.com |

Company Overview

- Kerridge Commercial Systems (KCS) is the market leader in developing and delivering fully integrated business management solutions for distributors, suppliers, resellers, wholesalers and merchants. Our mission is simple: to design, implement and support high performance systems that enable our customers to source effectively, stock efficiently, sell profitably and service competitively.

Position Overview

- As a New Business Sales Executive, you will be responsible for promoting the K8 solution into the distribution market place, with the aim to deliver new business sales against an agreed annual target.
- With a 'can do' attitude, the post holder will require the capability and desire to take a hands on approach with the KCS K8 and Web Builder product in order to be successful in this role.

Main Duties and Responsibilities

- With the full backing of the business, you will take responsibility for driving and delivering lead generation and other marketing exercises for your market territory. This will be through your own effort as well as collaborating and utilising the capabilities of the sales focused Marketing Department. Consultative sales is the approach for success.
- You will be responsible for leading the business discovery process and presentation of solution.
- You will be required to take a hands on approach with the product, such as initial demonstration capability
- Qualification of opportunities will be essential
- In time, accurate sales forecasting will be required
- Managing and maintaining the CRM system will be essential
- Attending and presenting when required at monthly sales meetings is required

Knowledge and Experience

Essential

- Demonstrable record of achieving new business targets
- The highest capability of qualification / assessment of opportunities throughout the sales process will be essential and will be supported by methodology and management
- You must be a self-starter in order to be successful in this role
- The ability to deliver presentations in a professional and structured manner up to board level
- Comfortable with working in a team environment
- Commercially aware
- Excellent communication skills

Desirable

- Strong B2B New Business sales experience of ERP software
- Above experience gained within the distribution market place is desirable.

Special Conditions

- This role will involve travel and therefore a valid UK driving licence is essential

Remuneration:

- The salary and package are commensurate with the role and experience

To apply, please email a copy of your most recent CV to recruitment@kerridgecs.com