

## Job Description

<b>Job Title:</b>	Enterprise Sales Executive
<b>Reporting to:</b>	VP of Sales
<b>Business Area:</b>	ADOPT Software Sales

### Role Overview:

Responsible for the development of revenues for AppLearn's ADOPT platform and adoption services in a given territory/market. The role includes identifying prospects, maximising business and cross-selling products to suit prospect and client needs.

The role will involve a combination of office and client-based activity, according to opportunities and business development. You will be required to contribute to the strategic planning of AppLearn, ensuring that company objectives align with pipeline and active business.

### Responsibilities:

- Develop a sales plan for the allocated territory/accounts to deliver the required revenues and new account acquisition
- Work with lead generation sources, supporting a team to create a pipeline of qualified sales opportunities to generate ongoing revenues and new account acquisition
- Manage diary, prospect, client and administrative duties to achieve required quality and volume of customer/prospect contacts
- Updating of the CRM and provision of reports as required
- Cooperate with other departments as required to ensure customer satisfaction
- Support business development activities e.g. trade shows, seminars etc
- Remain knowledgeable of the company's products, markets and services
- Continuously identify opportunities for personal development and provide support to colleagues as required and lead team members as appropriate
- Maintain timely reporting on performance, reviewing objectives set and progress made towards those, proactively identifying changes required