

# Enterprise Sales Executive

## Reporting to: VP EMEA / APAC

Opportunity to join a world leading software technology business, based in Manchester with a global customer and employee base.

This role is responsible for the development of revenues for AppLearn's ADOPT platform and adoption services in a given territory/market. Their remit 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. Reporting to a VP, they will contribute to the strategic planning of AppLearn, ensuring that company objectives align with pipeline and active business.

## Responsibilities

- Develop robust, testable code using best practice software development tools
- 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 companies 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

## Core Competences

- Achievement against monthly / quarterly sales targets
- Management of a pipeline of prospects, utilising the internal recording and tracking system to support efficiency and conversion
- Completion of meetings onsite, via webinars and telephone to prospects, client and partners as appropriate
- Attendance to trade shows, networking events and seminars to further develop pipeline business; working in association with internal members to ensure optimum results and time management
- Comprehensive updating of sector specific and industry knowledge, sharing with team members and stakeholders to support business growth
- Performance against agreed measures in line with the company goals and objectives
- Delivery of customer service excellence as evidenced through feedback and customer audits
- Effective management of multiple administration tasks, coordinating multiple campaigns