

Sales Executive

Software Europe has been in operation since 1989 and has over 130 customers of its online business applications including NEXT, Freemans & Grattan's, TNT, Fitness First as well as over 60 NHS Trusts.

Working at Software Europe means you will be closely involved in how our internet solutions evolve and how we promote and encourage our colleagues to contribute in all areas of the business.

We have a young and dynamic development team, a superb support structure and a very positive sales attitude and we are looking for the best people to take us to our next phase of growth.

Responsibilities

- Identify prospective clients throughout the UK using a variety of resources.
- Contact and qualify those clients in order to assess their suitability for our solutions.
- Increase sales opportunities and effectively communicate key features and benefits of solutions that will automate manual business processes.
- Sell the benefits of Software Europe's solutions over the telephone, including booking appointments for presentations and demonstrations.
- Record all contact and sales activity using CRM system.
- Meet individual monthly targets.

Required Skills/Experience

- At least 2 years' experience in B2B telesales and a real passion for achieving targets.
- You will be competitive, confident and ambitious; you will be persuasive with first-rate communication and IT skills.
- Self-motivated with an excellent work ethic.
- An outgoing personality and a great sense of humour.
- A desire to begin an exciting and lucrative career within a dynamic, thriving company with excellent career growth opportunities.

About Software Europe

For 20 years, Software Europe has delivered the very best in software solutions. The world of the mainframe dominated our business in the early years, but now we have moved forward and provide leading on-line internet based solutions.

The 'buzz' words are ASP, SaaS and now Cloud Computing, and they all add up to one thing, new ways of operating and managing the business. In the past 12 months we have consistently exceeded our target objectives, and because of what the solutions provide we offer a very attractive proposition to organisations wanting to streamline their operations in tough economic climates.

Working at Software Europe means you will be closely involved in how our internet solutions evolve and how we promote and encourage our colleagues to contribute in all areas of the business. We have a very positive attitude and we are looking for the best people to take us to our next phase of global operation.

Located in the historic city of Lincoln, Software Europe offers a fantastic working environment with state of the art offices, providing employees with the latest technology and excellent conference facilities.

With many employees exceeding a tenure of ten years it is clear that Software Europe is a very special place to work - a place where people are dedicated, creative, diverse, driven and giving - and a place where people are recognised and rewarded for their performance.

Contact us

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Innovative Technology. Exceptional Service.

Software (Europe) Ltd, trading as Software Europe, registered in England, Company Number 2360522.