



JOB VACANCY

- Job Title:** Sales Executive
- Location:** Crowborough, East Sussex, TN6 2SL
- Salary:** £35,000 - £40,000 OTE (Basic + Uncapped Commission + Benefits Package)
- Contract:** Permanent, Full Time

Selectapension is a dynamic, fast-growing software firm based near Tunbridge Wells and we have a fantastic opportunity for an experienced tele-sales professional to join our highly successful 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 £3.5m, Selectapension are the market leader in providing technology and support to Financial Services professionals and are hugely respected in our industry.

We are seeking a team player with a proven track record of sales achievement, who is looking to join a professional yet friendly company. Package includes basic salary with the ability to earn uncapped commission, plus great benefits such as company pension scheme, health scheme, death in service benefit and reduced gym membership fees.

Job Description:

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 the sales database and sales pipeline are consistently managed, and that all sales and after sales processes are followed.
- Arrange and deliver online demonstrations of the Selectapension suite of tools, and follow up to close the sale.
- Complete a determined number of sales calls and online 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: 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).