

## **Sales Manager – UK or US**

We are an explosive-growth company on a mission to bring to our clients the world's best digital experience platform. We're building a great company, filled with exceptional people who challenge and inspire each other.

Are you looking for a fast-paced environment with a huge market opportunity and unlimited growth potential? If you want to have a big impact on our success, love working in high performing teams, and have the track record to prove it, we'd love to meet you.

Our Inside Sales Team sell into the world's biggest brands every day.

### **Objectives:**

Work in fast-paced environment to acquire new North American customers, increase the revenue growth for SessionCam, and make sure all aspects of a closed deal meets the requirements of both the client and the company.

### **Responsibilities:**

- Run discovery calls and deliver effective online demos to new prospects.
- Understand each customer's unique needs and requirements.
- Qualify prospects in/out of your sales pipeline during the first call with a prospect.
- Effectively manage a sales pipeline which may contain up to 100 opportunities at any one time over the course of each opportunity's sales cycle.
- Manage multiple stakeholders across the business, including but not limited to: Influencers; Users; Decision Makers; Budget Holders; Executive Sponsors; Procurement Personnel; Legal Staff; Security Teams.
- Work closely with the Customer Success Team to deliver trials and Proof of Concept projects with prospects.
- Negotiate commercials.
- Close sales and achieve your annual sales target.
- Handover the closed opportunity to an Account Manager.
- Keep impeccable records on SessionCam's CRM solution.

### **Requirements:**

#### **Skills:**

- Strong relationship building skills a must
- Strong phone presence
- Proficient with web presentation tools
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multitask, prioritise, and manage time effectively
- Strong negotiation and closing skills.

- **Experience**

- Proven inside sales experience with a track record of over-achieving sales targets
- Proven record of managing multiple stakeholders across an enterprise account
- Experience working with a CRM solution

**Package includes uncapped OTE**