

Sales Consultant (IT Services and Accounting Software)

AlphaLogix is a leading provider of IT, CRM and Sage accounting systems to SMEs throughout England & Wales.

We are seeking a Sales Executive for a New Business Sales and Account Management role. The ideal candidate will have a proven track record in sales and a background in IT.

Key Responsibilities

- Create and manage new Business Leads
- Effectively managing sales leads - understanding clients requirements, booking demonstrations, present software/solution, preparing proposals, follow up, win business.
- Account Management (B2B), visiting clients, building relationships, identifying sales opportunity, ensuring clients are receiving excellent customer service
- Research and business intelligence gathering
- Customer visits
- Achieving sales targets

Experience and Qualifications

The ideal candidate will:

- Degree level or equivalent
- Highly motivated pro-active self-starter
- Excellent verbal and written communication skills
- Strong Maths, English, and IT skills
- Commercially aware
- Commitment and drive for business development
- Natural at relationship building.
- Sales Experience

Salary: £18,000.00-£60,000.00 per year Plus uncapped Commission.

Salary negotiable, depending on qualifications and experience

To apply for this role please send your CV to jobs@alphalogix.co.uk