

## **Senior Sales Executive**

**Salary: up to £40k, depending on experience**

### **About Really Simple Systems**

Really Simple Systems is a leading global SaaS CRM solutions provider, targeting the SME market. With more than 18,000 customers worldwide, Really Simple Systems is renowned for its easy-to-use CRM, digital marketing, and customer service software. Customers include the Royal Academy of Arts, the National Trust for Scotland, British Museum, local government, plus a myriad of small businesses.

Despite our market presence, Really Simple Systems is still a small company with a relaxed and empowering culture. This, combined with a first-class reputation for customer service and an ambitious growth programme, makes it a great working environment with opportunities for personal development.

We are now seeking an ambitious senior salesperson to join our small, dynamic team. For the right person, there is an opportunity for career progression to the role of Sales Manager and, in time, play a leading role in the organisation's senior management team.

The Really Simple Systems head office is based in a rural location near Petersfield, Hampshire, with the team working a hybrid solution of remote and regular office meetups.

### **The Role**

Reporting to the General Manager, your key accountabilities will be to achieve the revenue targets for each quarter by winning new business, building exceptional relationships with customers, and developing long term revenue streams for the company.

- Build a qualified sales pipeline through incoming enquiries, CRM trial signups, referrals, and marketing engagements.
- Proactively engage with and build excellent working relationships with prospective clients.
- Provide effective communication with prospects on their functional and technical requirements to clearly understand their needs and refer to colleagues, as required.
- Confidently run live, online demos of the CRM product.
- Monitor and maintain accurate records in the CRM, progressing sales through the pipeline.
- Prepare price proposals and statements of work that reflect the needs of each prospective client and the capabilities of Really Simple Systems.
- Provide ongoing account management to ensure customer satisfaction and upsell to drive additional revenue streams.
- Maintain records of sales and attrition, providing monthly forecasts and quarterly reports to the CEO and General Manager.
- Maintain a high level of functional and technical knowledge of our products and services, our customers, key competitors, business practice, industry trends, and the general competitive landscape.

- Engage in cross-functional working and collaboration with colleagues in other departments (customer support, customer success, marketing and software development) for the benefit of the client and organisation.

#### **Skills and experience**

- Well educated with 3+ years of SaaS B2B sales experience.
- Experience in using CRM software for sales management.
- Exceptional communication skills, both verbal and written, with the ability to deal with internal and external stakeholders at all levels.
- Strong organisational skills, able to manage your workload and multitask effectively.
- Excellent commercial and business acumen.
- Target driven, able to work towards sales targets.
- Confident, with the ability to handle objections.
- Experienced in managing and developing junior sales reps.
- Genuinely passionate about business and sales.
- Highly motivated and driven to succeed.
- A strong team player with the ability to work independently.
- Demonstrate a passion for excellent customer service.

#### **Benefits**

Competitive salary, company bonus scheme, workplace pension scheme, hybrid working, great work/life balance, 25 days holiday per year.

#### **How to Apply**

If you feel you're suitable for this new role we'd love to hear from you. Please send your CV and a full covering letter detailing your experience and suitability for the position.

**N.B. Due to our rural location, it is essential that you have your own source of transport.**