

# United Kingdom Jobs Expertini®

## Enterprise Sales Executive

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Company: Vontier

Location: United Kingdom

Category: other-general

### JOB DESCRIPTION

#### Enterprise Sales Executive – Transport & Construction verticals

Teletrac Navman aims to be the driving force behind the industries that transform and sustain our futures by offering simple and intelligent solutions that enhance efficiency, safety, and sustainability.

As a connected mobility platform for industries that manage vehicle and equipment assets, Teletrac Navman simplifies the complex so that its customers can transform the way they work through cloud-based solutions that leverage AI to unlock the power of operational insight.

We are seeking a proactive and driven Enterprise Sales Executive with a **passion for prospecting** and the **ability to engage with C-Suite to drive growth** and champion success in the construction and transport sectors.

This remote role, reporting to the Director of Sales EMEA and based in the United Kingdom, offers the chance to be part of our experienced Sales team where you can bring your expertise and be successful.

#### What You'll Be Doing

As our Enterprise Sales Executive, your mission will be to identify and cultivate new business opportunities, build valuable contacts, and ultimately close deals that demonstrate the value and ROI of our exceptional products and services.

#### Your day-to-day responsibilities include:

Pursuing leads generated by marketing efforts and through proactive outreach.

Conducting insightful conversations with potential leads to evaluate their needs and the potential for partnership.

Developing bespoke sales strategies for each account, employing account-based marketing tactics.

Defining and executing detailed sales plans to not only meet but surpass sales quotas.

Managing your sales pipeline diligently, ensuring all sales activities are logged accurately in SalesForce.com.

Striving to exceed annual revenue targets set for your role.

### **What You'll Need**

**To excel in this role, you should bring the following skills and qualifications:**

A track record of new business sales within large scale enterprise accounts, particularly in the construction and transport sectors.

A self-driven and competitive nature, with a clear focus on achieving sales targets.

Proven ability to forge and maintain long-term strategic partnerships.

Excellent interpersonal abilities, with strong verbal and written communication skills in English.

A commitment to continuous learning and self-improvement.

A talent for fostering collaborative relationships with team members, colleagues, and customers.

Familiarity with SalesForce.com is advantageous.

### **How We Reward You**

At Teletrac Navman we believe in rewarding our employees for their dedication and hard work. We offer a competitive package with an uncapped commission structure that not only acknowledges your achievements but also encourages your professional growth within our thriving company.

### **What's Next**

Are you prepared to take on the challenge of driving sales growth in the dynamic sectors of

construction and transport? We invite you to apply and join our team in making a substantial impact. Let's embark on this journey of growth and success together.

**Submit your application today and become a key player in our sales force!**

**You will have full rights to work in the United Kingdom without the requirement of visa sponsorship now or in the future.**

#LI-DL1

#LI-Remote

**WHO IS VONTIER**

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