

# United Kingdom Jobs Expertini®

## Inside Sales Manager

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Company: cellebrite

Location: United Kingdom

Category: other-general

### About The Position

#### About Cellebrite

Cellebrite's (Nasdaq: CLBT) mission is to enable its customers to protect and save lives, accelerate justice, and preserve privacy in communities around the world. Cellebrite is a global leader in Digital Intelligence solutions for the public and private sectors, empowering organizations to master the complexities of legally sanctioned digital investigations by streamlining intelligence processes. Trusted by thousands of leading agencies and companies globally, Cellebrite's Digital Intelligence platform and solutions transform how customers collect, review, analyze, and manage investigative digital data in legally sanctioned investigations.

#### About the role:

Own your geographical territory and exceed your target with a combination of new business, renewal and account growth activities. Help us build a world-class inside sales function across Europe, operating out of our EMEA HQ in London.

Follow up inbound leads and customer referrals to add lots of new logos.

Direct our SDR team in lead development and generation activities.

Expand the user base and product estate within your existing customers.

Strong efficiency in renewing contracts with existing clients.

Support new and experienced channel partners to maximise their output.

### **What you'll love about your role:**

You can look forward to engaging daily with customers who make a real difference and solve real world crimes. Our team will dramatically expand our capacity to support any agency and private enterprise who wants to do more with our platform.

Set the foundation layer of our Inside Sales engine as we look to scale in EMEA.

Be first in territory and impact our decisions to maximise our investment there.

Get involved as we adapt our GTM to ensure we continue to wow and delight our users.

Learn more about how our society investigates and solves crimes digitally.

### **What we are looking for:**

Applicants should tick all or many of the boxes below but don't feel shy to apply if you think you have the behavior, experience and passion for what we're trying to achieve.

Experience being a foundational member of a fast growing inside sales organisation.

2-5 years of experience in a full sales cycle role bridging new business, growth and renewals.

Excellent communication and interpersonal skills, both written and verbal.

Proven ability to achieve and exceed sales targets.

Self-motivated and results-oriented within a strong, competitive team.

Proficiency in Microsoft Office and Salesforce or similar CRM.

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