

United Kingdom Jobs Expertini®

Inside Sales Representative

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Company: Ziff Davis

Location: United Kingdom

Category: other-general

Description

Position at Ookla We're Ookla, the company behind Speedtest, DOWNDetector, Ekahau, RootMetrics, and an ever-expanding suite of connectivity solutions. Our team is a group of people brought together through passion and inspired by possibility. We are looking for team members who enjoy solving complex problems, are motivated to challenge themselves, and are delighted with turning clever ideas into unique products. Millions of consumer-initiated tests are performed through our products and billions of data points are collected globally every day. With all this measurement comes countless ways to dissect and analyze our data, and plenty of exciting opportunities to optimize our broader strategy. When you work for us, you are using Ookla data and insights to further our mission to improve connectivity for all. As an Inside Sales Representative, you will be in a team selling model, responsible for driving maintenance, subscription and cloud renewals within the client's customers and partners. If you THRIVE in an inside sales environment this is the role for you. This is a sales model that requires collaboration between internal resources, partner resources and customer contacts to drive strategic sales initiatives and maintenance renewals, subscription and renewals. This takes a lot of organization and a proactive approach to forecast management. You will carry a quota and be responsible for forecasting, managing and growing the revenue in your geographical area. Responsibilities:

Manage all leads and renewals in assigned geography throughout the complete sales cycle. (Outreach, quote, close)

This role requires some channel and partner awareness as leads will be forwarded and

worked with partners in different countries across the assigned geography

Use to document all customer/partner opportunities and activity

Build customer/partner relationships with end-users/channel sales through outbound phone calls and email

Determine customer/partner requirements and upsell renewal with new subscription products and/or hardware

Team selling environment, participate in weekly and quarterly account planning sessions with the Director of Sales.

Evangelize strategic initiatives and drive use of consumption model

Training and marketing is a key part of sales so some experience with events planning is Beneficial Inside Sales Representative.

Host Technical demo for leads.

Requirements:

3 -5 years sales related experience in a quota bearing sales, inside sales, renewal sales or sales support with a strong track record of success.

Excellent written and verbal communication skills with the ability to build professional rapport quickly by phone or email

Highly proficient computer skills including internet, SFDC, email, MS Word, Excel, PowerPoint

Desired skills & competencies:

A Bachelor's Degree or, have completed 2 years in college or a 2-year degree technical /vocational course

Salesforce experience

Prior Sales experience, including territory management and accurate forecasting

Excellent organization and time management skills

Strong interest in a sales career

Team player capable of working in a collaborative environment

Benefits: We care deeply about each other and the work we do, and our perks are just one way we demonstrate this. We offer a comprehensive benefits package, including (but not limited to):

Pension matching,

Competitive annual leave

Employee Stock Purchase Plan (ESPP) options

Private health insurance

Paid pregnancy and parental leave

Employee Assistance Programs (EAP) (mental health, financial advice, legal guidance, and more)

Cycle to Work Scheme

Annual Season Ticket Loans

Income Protection

Life Insurance

Wellness benefits (Calm app, gym reimbursement, ERG groups, etc)

You will have the best hardware, software, and tools available for you to do your work, and we provide excellent flexibility for working remotely as time and responsibilities allow. To promote your success and growth we offer educational opportunities, and anti-racism and LGBTQIA+ resource libraries, team activities, and many more.

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