

# United Kingdom Jobs Expertini®

## Lead Direct Sales Representative

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Company: DTN

Location: United Kingdom

Category: other-general

### Description

:DTN currently has an outstanding opportunity for a motivated individual to assume the role of Lead Direct Sales Representative. DTN is at the center of the downstream oil and gas supply chain — managing the pricing and billing transaction interchange and bringing upstream information and downstream intelligence together, so our customers can optimize business decisions.

### What you will be responsible for:

Engaging with large energy producers, energy supply chain providers, and refined fuel wholesalers to promote DTN energy information services and solutions.

Developing and maintaining new accounts and existing customer relationships.

Developing new clients through strategic prospecting, relationship building and solution-selling. Individual will sell the company's products/services directly to end-users to achieve/exceed significant sales objectives for assigned accounts and prospects.

Using a consultative sales approach to understand the needs of the energy prospect or customer to demonstrate the value of the DTN products, insights, and services.

Understanding strategic direction of customers to grow existing accounts and develops sales strategy to meet long-term customer needs.

Developing strong relationships with key buyers and decision-makers and maintaining executive level relationships with accounts.

Engaging communication with active listening and problem solving for customers to understand their un-met needs and how DTN solutions may be of benefit and serve those needs.

Managing a pipeline of new business as well as increasing spend on existing customers, forecasting for accounts and proactively identifying trends.

Identifying and communicating sales opportunities through use of CRM system.

As part of a performance-based team, the Lead Direct Sales Representative will be required to meet or exceed sales plan.

**What you will bring to the role:**

8+ years of software or “SaaS” sales and territory management experience

Demonstrated strengths in relationship building, problem solving, and solution selling.

Ability to own and execute key growth activities, identify new business opportunities, and engage in commercial activities with new & current customers.

Proven track record of developing relationships at the highest level of large, complex organizations.

Must be assertive, self-motivated, and able to work under pressure.

Strong knowledge of working with a CRM system – Salesforce.com preferred.

Exceptional communication, interpersonal and leadership abilities

#LI-JL1

#LI-Remote

**Why DTN?**

OUR VISION: To be the independent, trusted source of insights to our customers who feed, protect, and fuel the world.

OUR MISSION: Empower our customers with intelligent and actionable insights that exceed their expectations and enable their success on a daily basis.

OUR VALUES: Customer-Focused, Forward-Thinking, People-Centric, Solution-Oriented

We have great benefits at DTN – apply today to find out more!

At DTN, we are an equal opportunity employer. Come join us as we help feed, fuel, and protect the world!

**\*\* DTN is an Equal Opportunity Employer Minorities/Women/Veterans/Disabled**

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