

United Kingdom Jobs Expertini®

Mid-Senior Sales Manager

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Company: AVOMIND

Location: United Kingdom

Category: other-general

Job Description

Our client delivers intelligence on the global trends affecting the energy transition and critical infrastructure. Through their deal flow coverage, financing analyses, regulatory and market insights, all driven by their proprietary project database, dataLive, they are an established leader in one of the most dynamic markets.

Their intelligence platform on renewables and infrastructure is tailored to their client's needs, which include funds and investors, banks, advisory firms as well as developers and utilities.

They offer our clients access to these markets via a variety of products including data, news, insight reports, events, including podcasts, and webinars.

By joining this firm, you are entering an organisation that has ambitions to keep growing at pace, continuing to dominate existing markets and develop our products into new areas.

They aim to offer you an exciting role with opportunities for career progression at a friendly and motivating company. They pride ourselves in their positive character and culture of inclusion, supported by regular well-being initiatives. They have fully adopted the work-life balance approach and understand the importance of balancing your time between working from home whilst benefiting from a fun office environment.

The Role

We are seeking a motivated and experienced Mid-Senior Sales Executive to join our team. The ideal candidate will be responsible for driving sales revenue by selling market research products and services to new and existing clients. You will be responsible for managing the sales process from lead generation to closing deals, and you will work closely

with our marketing and research teams to develop and execute sales strategies.

Responsibilities:

Generate new sales leads through prospecting, networking, and other sales strategies

Qualify leads and identify client needs to develop customized proposals and presentations

Present market research products and services to clients, including market analysis, competitive intelligence, and consumer insights

Manage the entire sales process, including negotiations, contract review, and post-sale account management

Collaborate with marketing and research teams to develop and execute sales strategies

Achieve monthly, quarterly, and annual sales targets

Build and maintain strong relationships with clients to ensure long-term partnerships

Preferred Experience

Bachelor's degree in business, marketing, or related field

1+ years of experience in B2B sales, preferably in the market research industry

Proven track record of achieving and exceeding sales targets

Strong communication, negotiation, and presentation skills

Ability to build and maintain strong client relationships

Self-motivated with a passion for sales and business development

Ability to work independently and as part of a team

Knowledge of market research methodologies, tools, and techniques is a plus

Additional Information

Contract Type: **Full-Time**

Location: **London**

Possible partial remote

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