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Sales Executive- International Services

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Company: IRIS Software Group

Location: United Kingdom

Category: other-general

Summary The role of Sales Executive – Managed services will be to deliver personal SOV targets, selling the IRIS international products namely HR Consulting (HRC) and International Payroll & Payments (IPP)
DutiesYour duties will include managing New Business sales enquiries from discovery, proposal, negotiations and close. Additional duties will be managing your leads MQLs, forecasting, training and campaigns to facilitate successful target attainment. Key KPI's as follows:achievementof new logo and partnership opportunitiesto SQL conversion >30%rate% >25%to prospective inquiries

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