

# United Kingdom Jobs Expertini®

## Sales Executive

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Company: Salt

Location: Manchester Area

Category: other-general

The company:-Help public service organizations build sustainable tenancies through more effective customer engagement.-Social housing management software that utilizes digital technology, behavioral insights and data science to build trust, drive efficiencies and maximize revenue.-Their solutions provide valuable behavioral insights, which enables us to augment and empower performance.-Boutique Software Vendor focused on selling solutions into the public sector.- SaaS business who is self-funded – no debt.- Over £9 million funded in the last 12 months.- Grown over 460% on average YoY ARR – currently turning over £4.5m ARR.- Grown over 330% in headcount over the last 3 years.The Role:- Strategic New Business Sales role reporting directly into the CRO.- Selling into the public sector – housing associations/ county councils.- 100% new business role, full 360 sales cycle with support from Marketing and SDR.- Dealing with Senior stakeholders – prospecting Heads of revenue or CFOs.- Average deal size £20k/80k ARR.- Strong progression opportunities – can step up into a player manager role.The package:Hybrid role 3x days per week – Mon, Tues and ThursdayFlexible package – average sales team earning £40k Commission.Interview process:1st stage: 15 minute Microsoft teams call - rapport building with the CRO.2nd stage: Competency based test (face to face interview) + an onsite EQ test (personality profiling, are you going to be a good fit culturally).3rd & final stage: present on something they have sold before (10 mins)If you are interested then you know what to do.

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