

United Kingdom Jobs Expertini®

Sales Executive

[Apply Now](#)

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.

[Apply Now](#)

Cross References and Citations:

1. Sales Executive GeologyjobsJobs Manchester Area Geologyjobs ↗
2. Sales Executive GhanajobsJobs Manchester Area Ghanajobs ↗
3. Sales Executive Cardiologistjobs Jobs Manchester Area Cardiologistjobs ↗
4. Sales Executive Philippinesjobs Jobs Manchester Area Philippinesjobs ↗
5. Sales Executive Ecommercejobopportunities Jobs Manchester Area Ecommercejobopportunities ↗
6. Sales Executive Searchnzjobs Jobs Manchester Area Searchnzjobs ↗
7. Sales Executive ManagementjobsJobs Manchester Area Managementjobs ↗
8. Sales Executive Presidentjobs Jobs Manchester Area Presidentjobs ↗
9. Sales Executive TokyojobsJobs Manchester Area Tokyojobs ↗
10. Sales ExecutiveOphthalmologistjobsJobs Manchester Area Ophthalmologistjobs ↗
11. Sales ExecutiveMathematicsjobsJobs Manchester Area Mathematicsjobs ↗
12. Sales ExecutiveMunichjobs Jobs Manchester Area Munichjobs ↗
13. Sales ExecutiveSeekingjobs Jobs Manchester Area Seekingjobs ↗
14. Sales ExecutiveEconomicjobs Jobs Manchester Area Economicjobs ↗
15. Sales ExecutiveKualalumpurjobsJobs Manchester Area Kualalumpurjobs ↗
16. Sales ExecutiveSchooljobsnearme Jobs Manchester Area Schooljobsnearme ↗
17. Sales ExecutiveSustainabilityjobs Jobs Manchester Area Sustainabilityjobs ↗
18. Sales ExecutiveGreecejobs Jobs Manchester Area Greecejobs ↗
19. Sales executive Jobs Manchester area ↗
20. AMP Version of Sales executive ↗
21. Sales executive Manchester area Jobs ↗
22. Sales executive Jobs Manchester area ↗
23. Sales executive Job Search ↗
24. Sales executive Search ↗
25. Sales executive Find Jobs ↗

