

United Kingdom Jobs Expertini®

Sales Person

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Company: The Roadmap

Location: United Kingdom

Category: other-general

The Roadmap is a full service digital marketing agency with over 250 clients and a fully remote team growing quickly in the Irish, UK and US markets. At The Roadmap, we know what we do really works and we have all the proof to show clients with proven reports and data. As a member of our sales team, you can be confident that our services provide clients with a ROI and we truly do believe in educating and helping small businesses grow online (and offline).

The Role

We are looking for an experienced remote B2B Sales Executive to join our sales team.

Your responsibilities will include:

You will actively take care of inbound leads, book meetings with prospective clients, and other consultation requests that come through marketing channels.

This is a fully remote position but it is preferred that you are in a similar time zone to Ireland as that will be the primary market you'll be working on. We are also looking for people to cover the US and Canadian market, specifically in the Eastern Time Zone.

Ideal Profile

We are looking for an experienced sales professional with:

A minimum of three years doing sales, preferably B2B.

Fluent English Speaker

A persistent person with a developed level of knowledge about sales

Proven experience in reaching sales goals

Excellent communication and interpersonal skills.

A negotiator with strong closing skills

A proactive problem solver and strategic quick-thinker

A high level of drive and self-motivation

Existing knowledge on platforms such as LinkedIn and Hubspot CRM

Ability to handle rejection and maintain a positive attitude

The desire to grow in a competitive environment.

What's on Offer?

Strong opportunities to progress your career

Work alongside & learn from best in class talent

Fantastic work culture

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