

United Kingdom Jobs Expertini®

Senior Sales Executive | Third-Party Risk Management

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Company: Talentee

Location: United Kingdom

Category: other-general

Senior Sales Executive | Third-Party Risk Management As a Senior Sales Executive, you will play a key role in managing inbound leads generated by our BDRs. With a dedicated Pre-sales person at your side, you will focus on discovery and engagement with potential clients. Your primary responsibility will be to understand the specific risk management needs of our clients and communicate how our solutions can address them. What you'll focus on:

- Inbound Lead Management:** Collaborate with Business Development Representatives to manage and convert inbound leads into opportunities.
- Consultative Sales:** Utilize your risk management sales expertise to understand clients' needs and tailor our solutions to address their specific risk and compliance requirements.
- Discovery:** Conduct thorough discovery with potential clients to identify their pain points, objectives, and compliance challenges.
- Pre-sales Collaboration:** Work closely with a dedicated Pre-sales person who will prepare product demos and presentations for clients.
- Sales Cycle Management:** Manage the entire sales cycle, from lead qualification to closing deals and contract negotiations.
- Customer Relationship Building:** Build and maintain strong relationships with key stakeholders and decision-makers within client organizations.
- Market Knowledge:** Stay up-to-date with industry trends, competitive products, and emerging technologies to position our client effectively in the market.
- Sales Targets:** Meet or exceed monthly, quarterly, and annual sales targets and quotas.
- Collaboration:** Work closely with the marketing team and other departments to develop sales strategies, campaigns, and initiatives.

Who you are: 5+ years of experience in risk management sales, with a demonstrated understanding of risk management principles and practices. Proven track record of meeting or exceeding sales targets. Excellent

communication, negotiation, and presentation skills, with the ability to articulate complex risk management concepts to clients. Strong problem-solving and critical-thinking abilities, especially when it comes to identifying and addressing clients' risk and compliance challenges. Proficiency with Salesforce, and Microsoft Office. Ability to work independently and collaboratively as part of a team. This job advertisement is posted on behalf of our client and the role is not directly with Talentee. Talentee is acting as a recruitment agency in this matter.

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