

Senior Sales Executive

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Company: Kerridge Commercial Systems

Location: United Kingdom

Category: other-general

At KCS we've introduced a flexible hybrid work policy, where employees spend three days in the office and two days working from home. This approach promotes a balanced work environment that combines office collaboration with the comfort and convenience of remote work.

As a New Business Sales Executive, you will be responsible for promoting our suite of software solutions into the wholesale, manufacturing and distribution market place, with the aim to deliver new business sales against an agreed annual target.

With a 'can do' attitude, the post holder will require the capability and desire to take a hands on approach with the KCS software based solutions (to include all of our layered applications) in order to be successful in this role.

Key Responsibilities:

With the full backing of the business, you will take responsibility for driving and delivering lead generation and other marketing exercises for your market territory. This will be through your own effort as well as collaborating and utilising the capabilities of the sales focused Marketing Department. Consultative sales is the approach for success.

You will be responsible for leading the business discovery process and presentation of solution.

You will be required to take a hands on approach with the product, such as initial demonstration capability

Qualification of opportunities will be essential

In time, accurate sales forecasting will be required

Managing and maintaining the CRM system will be essential

Attending and presenting when required at monthly sales meetings is required

Skills, Knowledge and Experience

Essential

Demonstrable record of achieving new business targets

The highest capability of qualification / assessment of opportunities throughout the sales process will be essential and will be supported by methodology and management

You must be a self-starter in order to be successful in this role

The ability to deliver presentations in a professional and structured manner up to board level

Comfortable with working in a team environment

Commercially aware

Excellent communication skills

Desirable

Strong B2B New Business sales experience of ERP software

Above experience gained within the distribution market place is desirable.

Special Conditions:

A valid driving licence and passport is essential as travel will be required as part of the role

Company Info

Kerridge Commercial Systems (KCS) is growing and growing fast, new opportunities are available and change is required to continue on our journey of success. It's an extremely exciting time to be joining our business!

We're ranked No.37 in the Sunday Times HSBC international Track 200, a league table that ranks the top 200 of Britain's mid-market private companies in order of fastest growing overseas sales.

As the market leader in developing and delivering fully integrated business management solutions our mission is simple: to design, implement and support high performance systems that enable our customers to source effectively, stock efficiently, sell profitably and service competitively on a Global scale.

Equal Opportunities

KCS is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status. If you have a disability or special need that requires us to adjust the recruiting process please do advise us when contacted.

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