

Internal Sales Rep (ISR)

Date: 3-Jul-2019

Location: Egham, UK

Company: Webtrends Optimize

In a fast pace “always connected” world, optimising online customer experience is essential to keep businesses ahead of their competitors. However, many companies start website optimisation in a piece-meal fashion with no strategy around what, or how they are going to implement it.

To get the best results requires planning, expertise and experience – something Webtrends Optimize’s comprehensive toolkit offers to all our clients.

Life at Webtrends Optimize is dynamic and full of opportunities, fusing the energy and enthusiasm of a start-up with the heritage of a well-established product, and the knowledge of a hugely experienced team who know the industry inside out. We can offer you the chance to create, learn and innovate; and also offer a flexible benefits package with a range of options to match your lifestyle.

Position Description:

The primary role of an ISR is to support the Territory Manager and Account Manager in their dedicated vertical markets. The individual goal of an ISR is to build a qualified sales pipeline of client meetings through email and via the telephone using pre-defined call lists and following-up on marketing activities.

Primary Responsibilities:

- Generate 3 qualified meetings a week for the Territory Manager
- Generate 5 new WebEx demonstrations to new clients a week
- Using own initiative to generate contacts and leads through sites such as LinkedIn, Blogs and other information sites
- Qualify prospective leads from website referrals, in-bound calls and other Marketing programs
- Work with the Webtrends Optimize Account Managers to help identify existing accounts that they can call into to generate interest for new opportunities
- To rigorously update and maintain Workbooks (CRM) with their daily activities
- Provide internal support to the Territory Manager and Account Manager if required
- To keep updated on the Webtrends Optimize solutions through internal discussions with Sales Engineers, Product Managers and Consultants

Interaction:

This position is both externally and internally facing. The successful candidate must be able to build and maintain strong and professional working relationships both internally and externally.

Required Skills:

- Strong oral communication skills and the ability to have well-structured conversations with multiple people within target accounts to triangulate information to prove its accuracy
- Demonstrate PC literacy and excellent written, organisational skills and interpersonal skills
- A self-starter with the ability to work independently and to understand/match customer needs to company products/services

Preferred Skills:

- Experience with CRM and Microsoft applications preferred

Working Conditions:

- The position is located at our Webtrends Optimize office in Egham, UK
- Travel is minimal
- The job involves extensive time working at a computer
- Candidate must pass background checks and demonstrate their right to work within the UK now and post-Brexit

Position Type:

- Regular/Permanent, Full-Time 9:00- 17:30