



Sales Executive - B2B Software Sales – UK & Ireland

UK Office - Plymouth

£20-22K

We are working with a Northern European market leading organization in the motor trade to recruit a sales executive. This local employer of choice is keen to grow their market share further over the next few years and have an excellent reputation for improving the effectiveness of their clients' operations.

Requirements

- Energetic & confident
- Ability to work well both in a team as well as taking solo responsibility
- Interest in IT and an understanding of technical related stuff.
- A person with the intention to work in sales related environments and with the potential to be a full-scale salesperson within 2-3 years.
- Driving license – full and clean
- Passport for international travel

Responsibilities

- Prospecting new customers and to arrange meetings/appointments with UK Sales Manager
- Maintain the internal sales CRM (Hubspot)
- Attend trade fairs (in UK and Ireland)
- Maintenance of existing customers (Call/Email)
- Maintain customer database
- Improve data quality on internal systems
- Set up direct debits
- Chase outstanding payments
- Assist Marketing Manager with communication channels, newsletters etc.
- Selling of hardware upgrades
- Offer web shop sales
- Pick up signals and trends from the market
- Training and set up of new customers.
- 1st line sales related & support. – When required to cover holiday/sickness of support team

What you will receive

- Salary - £20,000 - £22,000 plus commission
- Laptop, phone
- Access to a car when traveling
- Parking onsite
- Generous holiday allowance

For more information, or to apply, email hr@compiler.com or call 01752 717141

About Compiler

Compiler is the market leader of all-in-one tyre trade business management solutions in Northern Europe. We operate in four Nordic countries (Sweden, Denmark, Norway and Finland) as well as in the UK and in Ireland. We have offices in the UK, Finland and Sweden, where the headquarter is situated.

Our corporate culture reflects the atmosphere of a young, innovative and expansive company and with a non-prestige and flat organization which facilitates swift action and decision making. In the UK we're located in Plymouth Science Park, in the middle of an IT business environment and close to the university with access to specialized skills and ground-breaking technology.

Though great premises, our hi-tech working environment makes it less important where you are located than who you are, so don't hesitate to apply to vacancies even if you're not situated nearby.