

Graduate Sales Executive

Location: London, UK

The Role

You will be responsible for growing new business opportunities covering both commercial and government business sectors.

Responsibilities will include:

- Seeking new business opportunities by targeting a combination of existing customers and prospective clients
- Developing an understanding of prospective client's business challenges and advising them on ways in which Egress solutions can be used to address those challenges
- Administering telesales enquiries and sending quotations and supporting literature out to new and existing customers
- Promoting Egress products, services, training and consultancy
- Developing sales quotations, and progressing opportunities through to closure
- Ensuring customer interactions are updated regularly in the company CRM system
- Researching the competitive landscape and sharing this information with your sales colleagues
- Actively participating in events and seminars

Previous exposure to a Sales environment would be advantageous, however as these roles are at the entry level, such experience is not mandatory. Full training in the company's product portfolio and sales methodology will be provided to you.

The person

The Egress Graduate Sales Executive program is a fantastic opportunity for ambitious individuals looking to take their first steps in an IT solution sales career.

You will be graduating in Summer 2016 and looking for your first permanent role or first job change.

The subject of your degree is unimportant but you must have a passion for Sales coupled with a genuine interest in the application of IT in a business environment. You will possess a natural communication style and outstanding interpersonal skills. A demonstrable ability to work on your own initiative and as part of a wider team is essential.

The rewards

The base salary for these entry-level sales positions is £23,000 per annum, with an additional commission element of £4,000 if you achieve your sales targets – making a total OTE of £27,000 per annum.

Successful sales executives will progress quickly to positions of greater responsibility and earning potential.

Our expectation of a good performer is that inside three months you would already have been promoted to the next grade and your total OTE will have risen to £29,000. At higher grades (achievable within one year) your OTE will rise still further and a car allowance of £4,000 per annum is also provided.

Our OTE's are uncapped so if you are a stellar performer you will reap the associated financial rewards.

If you excel at your job, your speed of career progression will far exceed that of your peers in larger organisations.

The company

Egress is proud of our uniquely agile, effervescent, and people focussed environment. Our core values of Culture, Excellence, Ambition and Integrity run through everyone who works for us, and everything we do.

We are a sociable company, working hard and playing hard in equal measure. The atmosphere in our offices is friendly and supportive, with a competitive edge! We enjoy regular nights out and there are plenty of social activities including company funded team lunches and monthly activities. Employees also enjoy free breakfasts and fruit, and top end coffee.

We're based just outside central London in leafy Brondesbury Park– close enough to the centre to be within striking distance of all the City and West End have to offer - but without the crowds, traffic congestion and crammed commuter trains.

If you are interested in this role, please send your CV to careers@egress.com.