

Sales Executive

Location: Priory Business Park

Hours: Full Time

Make a difference every day! Join Verifile's highly ambitious Sales Team

Verifile Limited is the UK's leading provider of global CV verification and background screening services.

We are a "people" business and we care about our work! We build long term partnerships and we lead the way in both accuracy and expertise. We are a multi-award-winning company that strives to improve in everything that we do!

Role overview:

We are looking for an enthusiastic and self-motivated Sales Executive who thrives in a fast-paced sales environment.

Our opportunity comes with big earnings potential with a competitive base salary and an uncapped commission structure. You don't need specific industry experience to join us, through this would be an advantage. Regardless, we can help you reach your goals if you bring us the drive, commitment and an eagerness to learn!

When you start, we will provide you with a 3-and-a-half-day induction to our business as well as on-going training and support from your colleagues and senior management.

Responsibilities:

- You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives
- You are someone that is comfortable picking up the phone, working with channel partners, qualifying prospects and closing deals
- As a highly driven and perhaps competitive person you will enjoy sourcing new sales opportunities, through outbound sales calls and emails
- You have a reasonable level of emotional intelligence that allows you to adapt and flex your approach when speaking with customers. This skill allows you to understand the customers' needs and requirements like no one else
- You will thrive in an environment where you are closing deals and achieving quarterly quotas
- You will stimulate the analytical part of your brain when properly researching accounts to identify key players and generate interest
- It will be second nature to you to nurture, maintain and expand your database of prospects within our CRM
- Be the face of our business and present effective online and or face to face demonstrations to prospective clients
- You will be an excellent communicator who will champion our value proposition to prospects



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ISO 14001



INVESTORS
IN PEOPLE

Silver
Level 2021

5 Franklin Court, Stannard Way,
Priory Business Park, Bedford, MK44 3JZ

+44 (0)1234 339 339

www.verifile.co.uk

Skills and Experience:

- Minimum 1 years Sales Experience
- BA/BS degree or equivalent
- Has had exposure in lead nurturing, lead generation, and appointment setting
- Understanding of the sales cycle, with the ability to close smaller deals
- Highly organized and attentive to detail

Office Culture and Benefits

Our modern, spacious, environmentally friendly and air-conditioned offices are just two minutes away from the peace and tranquility of the 250-acre Priory Country Park. So, remember to bring your walking shoes with you on your first day!

- As a birthday gift you can choose from a meal out or an extra day of holiday
- Company wellness program and monthly food treats
- Seasonal staff events
- Exclusive staff perks and discounts through Perkbox
- 3, 5-and 10-year service awards: choose from a list of fabulous gifts
- An auto-enrolled pension scheme
- Supported with on the job training, a three-and-a-half-day induction process and a hardworking, fun loving team!

* A Full background screen will be required for this position (including: DBS, Credit, employment and education referencing etc)

** This ad is not intended to discriminate in anyway



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