

## Inside Sales Executive

**Location:** Priory Business Park, Bedford

**Salary:** £20,000-£24,000

**Hours:** Full Time

### The Company

Verifile Limited are expanding their salesforce in line with the continued expansion plan and now require our first Internal Sales Executive to work alongside the sales managers in driving new business sales.

We are looking for a driven confident individual who can learn fast and be part of a close team who work together as one. We offer a full induction into both the workings of our business along with creative product/service training.

### Role overview:

We are looking for a talented and competitive Inside Sales Representative that thrives in a quick sales cycle environment. You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, working with channel partners, generating interest, qualifying prospects and closing sales.

### Responsibilities:

- Sourcing new sales opportunities through, outbound sales calls and emails.
- Understand customer needs and requirements to be able to recommend based on needs.
- Route qualified opportunities to the appropriate sales executives for further development and closure.
- Close sales and achieve quarterly quotas.
- Research accounts identify key players and generate interest.
- Maintain and expand your database of prospects within our CRM.
- Perform effective online demonstrations to prospective clients.
- Communicate our value proposition to prospects
- Interact effectively with all levels of management and staff, internally and externally

### Skills & Experience:

- BA/BS degree or equivalent
- Experience in lead nurturing, lead generation, and appointment setting
- Understanding of the sales cycle, with the ability to close smaller deals
- Must be adaptable, professional, courteous and motivated, and must work well individually or as a member of a team
- Excellent presentation as well as verbal, written, communication and interpersonal skills.



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

+44 (0)1234 339 339

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- Highly organized and attentive to detail
- Self-starting with solid follow-through and multi-tasking capabilities
- Ability to handle a fast-paced environment and challenging workload
- Highly motivated with a strong desire to succeed

### The Rewards:

We are pleased to be able to offer our employees a wide range of facilities/services which help to provide a stimulating working environment:

- On-site refreshment facilities including beans-to-cup coffee machines
- Company treats and events every month
- Employee led charity events
- Green open space with outdoor seating
- Environmentally friendly policies
- Free car parking
- Modern, spacious offices with air conditioning

### Core Benefits:

- A competitive salary which will be reviewed annually
- 22 days paid holiday plus Bank Holiday, increasing to 25 days after 2 years of service.
- Pension scheme (Auto-Enrolment)
- Exclusive perks and big discounts through Perkbox.

### Additional Benefits

- A super service reward scheme for 1 year, 3 years, 5 years, 10 years and even beyond. You can expect to choose from extra holidays, shopping and theatre vouchers, cleaner and gardener for a year and many other rewards
- To celebrate 1-year service you and a guest will be treated to a 3-course meal at a top local restaurant or an extra days holiday
- Employee referral scheme: receive £1,000 for introducing a new employee!
- Summer and Christmas events

\* Please be made aware a full pre-employment background check is required for this position.

\*\* This ad is not intended to discriminate in anyway



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Priority Business Park, Bedford, MK44 3JZ

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