

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.

Verifile has had substantial year on year growth is based upon its USP of being a premium quality service within the background screening industry and has investment to further increase this rate of growth.

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:

- 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 skills as well as verbal, written, communication and interpersonal



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

+44 (0)1234 339 339

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- skills.
- 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
- BA/BS degree or equivalent

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:

- A diverse international community
- A stimulating, knowledge-based environment
- On-site refreshment facilities including beans-to-cup coffee machines
- Company treats and events every month
- Employees led charity events
- Big company Christmas party and other seasonal treats
- 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.
- 23 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.
- Employee referral scheme: receive £1,000 for introducing a new employee!
- Summer and Christmas events.

Diversity

Through diversity, we aim to create a culture in which everyone can work together harmoniously with dignity and respect and realise their full potential.

* 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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