

## **Internal Sales Executive**

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 is able to 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.



## **Job brief**

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.

## **Inside Sales Executive Responsibilities Include**

- 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.



## Requirements

- Proven inside sales experience
- Track record of over-achieving
- Strong phone presence and experience dialling dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with a CRM system, preferably Bullhorn.
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent

## Ideal Skill Set

- Ability to comprehend background screening & communicate our value proposition to prospects
- Must interact effectively with all levels of management and staff, internally and externally
- 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
- Strong Internet research skills required
- Excellent presentation skills, verbal and written communication skills, and interpersonal 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

## Benefits

- Competitive salary.
- Commission based sales structure.
- 22 days annual leave increasing over time.