

Summary

ExpenseIn is an innovative, modern and rapidly growing company providing remote working in a fast-paced environment. Working at ExpenseIn is exciting, dynamic and offers fantastic career progression.

ExpenseIn, the trading name of Mobile Dynamics Ltd, is seeking a Sales Executive to support one of the UK's leading cloud-based expense management solutions. You will be responsible for executing ExpenseIn's sales strategy.

You will have responsibility for the full sales cycle; this would entail qualifying customers and gathering requirements, holding software demonstrations and providing a seamless customer experience through the implementation phase to successful close. Your detailed knowledge of the system, coupled with a comprehensive understanding of customer needs, will ensure that you provide a tailored and first-class service.

While maintaining your own pipeline of inbound leads, you may also be responsible for identifying and contacting key stakeholders in target businesses; utilising multiple channels to strategically identify new opportunities and establish relationships.

The role:

- Hold tailored and in-depth software demonstrations with prospective customers. This is usually using online video conferencing software, however occasional on-site demonstrations may be required (subject to COVID restrictions).
- Help trial customers with basic account set up, provide assistance with account queries and give helpful advice.
- Engage with new customers through various channels including live chat, email and telephone.
- Convey customer requirements to the implementation team for a seamless customer experience.
- Guide customers in their use of the product as well as expense management and accounting best practice of expenses.
- Manage customer requirements, both product and contractual, throughout the sales process.
- After successful close, you will be responsible for tracking customer engagement and usage by utilising the tools and reports available.
- Building the company's outbound pipeline by researching potential customers and engage with new prospects using a variety of resources.

The person:

- Must have a high degree of organisational skills including prioritisation, scheduling and time management.
- You will be expected to gain a deep understanding of the ExpenseIn platform, as such, a background in software with the ability to pick up technology quickly is essential.
- Demonstrate exceptional interpersonal and influencing skills.
- Be self-motivated with a strong desire to succeed.
- Should be tenacious and open to new challenges.

- Always maintain a positive attitude and work ethic with a proactive approach.
- Demonstrate excellent verbal and written communication skills.
- Self-motivated and able to work as part of a team and independently.

Essential requirements

- Minimum of 2 years sales experience.
- Suitable home-working space.
- Experience working in a software environment.

Desirable requirements

- Knowledge of accounting/payroll systems.
- Experience with B2B software as a service.

Travel

As a remote working company, you will be required to work from home and must have a suitable working environment for customer calls and online meetings. There may be several on-site meetings a year for customer demonstrations and team meetings.

Benefits

- Competitive salary
- 25 days holiday
- Private health insurance
- Home-based role

Check out ExpenseIn's Career page for more information.