

Sales Executive

Reporting to	Sales & Marketing Manager
Location	No.1 Spinningfields, Manchester
Contract	Permanent
Package	£20,000 - £25,000 + benefits (dependant on experience)

Work with us

At Nomical we pride ourselves on our creative and scalable solutions. From cloud to connectivity to collaboration, we develop and support a spectrum of bespoke, cutting edge tech across a broad range of industries. Founded in 2006, we continue to grow and innovate. At the end of the day, we love modern tech and we love making our customers happy.

What it's like to work here

We love what we do and embrace constant change, even if that means breaking our own mould (especially when it means we get to tinker with new toys!)

We're a diverse bunch with many different backgrounds, interests and perspectives. We believe this is what makes us strong as a team and ultimately successful.

Our HQ is in one of Manchester's newest buildings, No.1 Spinningfields. It's a vibrant office with plenty of break out areas so you can find your ideal work environment, whether that's at a desk or on a sofa. We even have a barista on site for all your re-fuelling needs.

If you consider yourself a doer, an eager learner and you are kind and thoughtful in everything you do, then we could be a great fit and we want to hear from you.

Your role

As a Sales Executive you provide core support to the Sales & Marketing Manager, ensuring that all sales leads are managed efficiently including timely preparation of proposals and quotes.

Your role will involve:

- ▶ Manage sales enquiries and leads to maximise opportunities with new and existing clients.
- ▶ Efficiently process quotes emanating from Support cases and following up as necessary.

- ▶ Take responsibility and overall control of Sales inbox, ensuring timely, efficient and effective management of customer requests.
- ▶ Liaising with Provisioning Team to ensure satisfactory fulfilment of customer requests.
- ▶ Sustaining rapport with key customers by making periodic visits, exploring specific needs, and anticipating new opportunities.
- ▶ Taking ownership in developing and improving internal sales systems (Salesforce) and maintaining thereafter.
- ▶ Assist with the management of products in Salesforce.
- ▶ Ownership of Salesforce data as it relates to Leads, Contracts, Products, Opportunities and Quotes.
- ▶ Working closely with technical colleagues, ensure a sound knowledge base of products and services.
- ▶ Working closely with Account Managers, communicate clearly to ensure customer needs and expectations are met.
- ▶ Support the Sales and Marketing Manager in writing and preparing sales proposals as well as marketing literature.
- ▶ Take an active role in Account Managing small customers initially, leading to overall responsibility.
- ▶ Monitor contract renewals and assist with renegotiating contracts with customers.

What we need from you

- ▶ Relevant qualifications or equivalent experience in a B2B sales environment.
- ▶ Experience and knowledge in MSP, ISP, Telecoms or Computer Hardware would be an advantage.
- ▶ Proficient with Microsoft Office suite and/or Mac equivalent (Keynote/Pages) with ability to prepare accurate proposals and related documents.
- ▶ A proven track record in delivering against sales targets.
- ▶ Good influencing and negotiation skills.
- ▶ An engaging and driven sales executive with strong hands-on skills. If it needs doing, you do it.
- ▶ Excellent verbal and written communication as well as organisational skills.
- ▶ Professional and friendly approach with excellent relationship building skills and telephone manner.
- ▶ Ability to inspire and promote an ethos of service excellence.
- ▶ Able to drive and deliver process improvement internally.
- ▶ High level of personal commitment and standards, and attention to detail.
- ▶ Salesforce experience or other CRM experience.

This is a fantastic opportunity for an ambitious individual who is looking to grow, and work within a dynamic company with forward thinking colleagues.

How to apply

To apply for this position, please send us an email at jobs@nomical.com and include a copy of your CV.