

Movolytics

Job Title: Sales Specialist

Department: Sales

Reports To: Sales Manager

Summary:

The Sales Specialist is responsible for generating new business and growing existing accounts for Movolytics. This position will involve prospecting, qualifying leads, developing/executing sales plans, and closing deals. The ideal candidate will have a proven track record of success in software sales, as well as the ability to quickly understand the world of fleet tracking and technology.

Responsibilities:

- Office based in St Ives, Cambridgeshire.
- Generate new business by prospecting and outreach
- Qualifying and nurturing inbound leads
- Executing sales strategies
- Grow existing accounts by upselling and cross-selling products and services
- Manage the sales pipeline and track progress towards goals
- Develop and maintain relationships with key decision-makers
- Close deals and achieve sales targets
- Provide excellent customer service

Requirements:

- 3+ years of experience in B2B sales, preferably in software or technology
- Strong understanding of the sales process
- Excellent communication and interpersonal skills
- Ability to work independently and as part of a team
- Strong analytical and problem-solving skills

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- Ability to work under pressure and meet deadlines
- An understanding of using CRM systems.

Benefits:

- Competitive salary and generous bonus package
- Opportunity to work with a leading fleet technology company
- Chance to make a real impact on the industry
- Collaborative and supportive work environment

If you are a highly motivated and results-oriented individual with a passion for sales, we encourage you to apply for this exciting opportunity!