

INSIDE SALES EXECUTIVE

Fantastic opportunity for an ambitious Sales Executive looking to join a rapidly expanding start up based in London. Are you a Graduate with at least 1 years sales experience looking to join a company that will offer excellent training and progression opportunities?

Klipboard is a SaaS platform in the Enterprise Mobility sector that provides a Field Service Management platform to multi-vertical industries. An easy to use platform to transform businesses by removing paper methods for field based employees forever. Founded in 2015, the company has raised \$2 million in seed funding from a Seattle based Private Equity group and number of Angel Investors to support its growth in the UK. We are looking to expand our sales team with a highly motivated and ambitious graduate to be based at our offices next to the world famous Borough Market.

Job Description:

Educate and inform potential customers about Klipboard over the phone and by email. Bring passion and energy to sourcing new business leads that require the transformation of mobility in their organisation. Excel at closing sales and help to drive our growth whilst progressing your career.

Key Responsibilities:

- Educate and inform potential customers about Klipboard over the phone and by email
- Bring passion and energy to sourcing new business leads that require the transformation of mobility in their organisation
- Perform online demos to prospects and consult on their requirements
- Excel at closing sales and help to drive our growth whilst progressing your career
- Management of CRM, identifying and researching key target businesses to generate interest and excitement about the potential of Klipboard

The Person:

- Graduate level with at least 1 year of sales or similar experience
- An entrepreneurial spirit who is looking to have an impact on the overall success of the company
- A drive that is passionate and highly motivated to meet and exceed both personal and professional targets
- Highly adaptable and quick to learn new information

- Strong listening skills and ability to understand others' viewpoints
- Possess a strong work ethic and relentless attitude to achieve success
- High levels of tenacity and desire to go above and beyond
- Open to a culture of innovation, professional development and collaboration with others in a team
- Importantly an honest and transparent attitude to work and colleagues

Klipboard can offer you:

- Competitive base salary with an excellent commission structure
- A workplace with people who genuinely care about what they do and the impact they have on transforming people's working day through the use of technology
- Being part of a team that is directly connected to the growth and the overall success of the company
- An open and honest culture that places emphasis on the employee and their well-being
- Career progression within a fast growing company and personal development

If you are interested in applying for this job opening, please send a CV to recruitment@klipboard.io