



Direct Sales/Account Manager – Term Time

A rapidly growing software company is looking for the right individual for an office based sales and business development role. To generate interest in the product and book good quality demonstration opportunities for our field sales team assisting in converting these to profitable sales and hit sales targets. Full Training and Development provided.

Base is Birkenshaw – Close to Motorway Networks

The Role...

Specific Responsibilities

- Make a high volume of calls to targeted educational organisations from primary through to tertiary and speak with Directors of ICT, Head Teachers, eLearning specialists and other key contacts to generate an interest in Planet eStream and to book web or face to face demonstrations for the sales team.
- Follow up with contacts that have expressed an interest in Planet eStream at exhibitions and other events to further the sales process, generate quotes and book appointments for the field sales team.
- Make calls to existing live leads following demonstrations to further the sales process and assist in lead closure.
- Deal with incoming enquiries from new prospects and existing customers promptly and efficiently to maximise company profits.
- Accurately complete daily administrative tasks to ensure that the CRM system is kept up to date and to manage the leads for the sales team.
- Build a comprehensive understanding of the Planet eStream product range to ensure that you can assist key stakeholders in understanding the educational benefits of the Planet eStream solution.

Full training will be provided.

Objectives

- Assist in exceeding monthly sales targets as required by the company..
- Exceed all activity KPIs as required by the company.
- Be committed to delivering a professional service of the highest quality.

Experience

- Previous successful telesales experience and an understanding of sales processes essential. Experience of sales within the educational sector is desirable.

Skills and Competencies

Results drive/target orientated

Planning and organisation

Good Communication Skills

Highly self – motivated

Resilience

Change orientated

Commercial Awareness

Technical Aptitude

Specific Qualifications / Work Experience

The candidate should have obtained:

- 5 GCSEs including Maths and English at minimum, A Levels/degree level qualification desirable.

Hours and working week

This is a term time position and salary will be pro-rated accordingly, preferable working hours are Monday to Friday 9am - 4pm but willing to be flexible, must work at least 6 hours per day.

Salary

Competitive Salary.

Company Pension Scheme and Free Parking.

About Planet DV...

Planet DV specialises in the supply of broadcast video and streaming media technologies to educational, public sector and commercial clients. We have a broad range of skills from software development to systems integration and have built up an innovative portfolio of products in house for IP video delivery. The range is based around our enterprise class media streaming and archiving platform Planet eStream.

Planet eStream is designed to provide a complete solution for media management and delivery featuring; live streaming, video on demand, archiving, IPTV, Freeview TV recording, digital signage and live capture.

For more details, please visit our company websites www.planetdv.net and www.planetestream.co.uk

Application Procedure

Please apply via email with a covering letter detailing what interests you in our position and a full current CV to Kirsty@planetdv.net