

Job Description: Account Executive



About us:

Crises Control (www.crisis-control.com) is an innovative and thriving B2B software-as-a-service (SaaS) company that provides a mass notification and incident management solution, working with hundreds of organisations around the world across a variety of sectors including government, logistics, finance, and resources, to name a few.

Our mission is to democratise access to emergency mass notification and to simplify the management of crises. Crises Control is a highly intuitive and user-centric platform, created to support organisations with communication when they need it the most.

Objectives:

- Successfully promoting the Crises Control brand as a disruptive new entrant to the emergency mass notification market.
- Generating qualified leads and demo appointments.
- Successfully following-up on prospects to close sales and meet sales revenue targets.
- Providing the best account management to retain existing customers

Responsibilities:

- **Generate leads** – To engage in a range of marketing activity designed to generate qualified leads for the Crises Control service, including marketing E-shots, targeted PPC campaigns, business continuity industry exhibition stands, social media output and engagement, website copy and landing pages, webinars, sales brochures and videos.
- **Conduct demos** – To reach out to prospects, arrange demos of the Crises Control product and complete the demos, either online or face-to-face, to a high standard, taking the prospect through the next sales process.
- **After sales support** – To provide account management and a communications bridge between the Service Desk and the customer. The Service Desk supports and helps resolve any technical or other issues.
- **CRM database** – To take responsibility for maintaining your pipeline and sales progresses on the Crises Control CRM process in place. Updating this with details of all new prospects, recording progress in the sales stages and estimating monthly subscription revenue.

Skills required:

- Knowledge and experience of creating and delivering online presentations and webinars, and a confident and articulate personal presentation style.
- Knowledge and experience of engaging with sales prospects, producing written proposals, persistence, and tenacity in resolving issues and maintaining engagement with prospective customers.
- Experience of how to close sales with prospective customers and a proven track record in successfully doing so.
- Experience of providing after sales support to customers, persistence in resolving issues and in successfully selling-in additional services.

We offer:

- Regular appraisals and personal development plans
- Relaxed dress code
- Centrally located office near Wembley Stadium
- Fun atmosphere, working with smart people
- Transparent communication and no bureaucracy