Job Description: Sales Executive

About Crises Control

Crises Control is a leading provider of operational incident management solutions, helping organisations prepare for, respond to, and recover from emergencies. Our innovative platform enables clients to effectively communicate, coordinate, and manage critical incidents, ensuring business continuity and minimising disruption.

Role Purpose

As a Sales Executive at Crises Control, you will play a pivotal role in driving revenue growth and expanding our customer base. You will be responsible for identifying, qualifying, and closing sales opportunities within your assigned territory, with a focus on mid-market and enterprise-level clients.

The successful candidate will take ownership of the entire sales process, from initial prospecting and lead qualification through to product demonstrations, negotiations, and closing deals.

Key Responsibilities

Prospecting and Lead Generation

- Identify, research, and pursue potential customers within your target market through proactive prospecting, cold outreach, and assigned leads.
- Build and maintain a strong pipeline of qualified sales opportunities.

Sales Cycle Management

- Manage the full sales process, from initial contact to closing.
- Conduct needs analysis and discovery calls to understand customer requirements and identify opportunities.
- Deliver engaging and effective product demonstrations.
- Develop proposals, negotiate commercial terms, and manage contract discussions.
- Respond to and manage RFP, RFI, and RFQ requests.

Customer Relationship Building

- Develop and maintain strong relationships with prospects and key stakeholders.
- Build trust and maintain a high level of prospect satisfaction throughout the sales process.
- Understand customer challenges and communicate how Crises Control's solutions address their business needs.

Sales Reporting

- Track sales activities, pipeline progression, and performance against targets.
- Forecast revenue accurately and provide regular sales reports to management.
- Maintain accurate and up-to-date records within the CRM system.

Product Knowledge

- Develop an in-depth understanding of Crises Control's products and services, including features, benefits, and competitive advantages.
- Continuously learn, practise, and explore the platform to deliver effective demonstrations.
- Confidently explain product functionality, communicate value, and respond to prospect questions.

Market Research

- Stay informed about industry trends, competitor activities, and customer needs.
- Use market insights to identify opportunities and inform sales strategies.

Required Qualifications and Skills

- Proven track record of success in a sales role, preferably within the technology or software industry, particularly B2B SaaS.
- Strong communication and interpersonal skills, with the ability to build rapport and establish trust with clients.
- Excellent presentation, negotiation, and closing skills.
- Self-motivated, proactive, and results-oriented, with a strong focus on achieving sales targets.
- Strong organisational and time management skills, with the ability to manage multiple opportunities and priorities effectively.
- Ability to work independently, take initiative, think creatively, and proactively identify opportunities for improvement.
- Confidence in experimenting with new ideas, finding solutions, and sharing suggestions with the team without requiring constant direction or supervision.
- Ability to take ownership of responsibilities while remaining a collaborative and supportive team member.
- Strong communication and teamwork skills, with a willingness to share ideas, support colleagues, and contribute positively to the team culture.

Preferred Qualifications

- Experience selling to mid-market and enterprise-level clients.
- Knowledge of the crisis management, business continuity, operational resilience, or incident management industry.

- Experience using CRM software to manage sales pipelines, activities, and customer relationships.

Remote Working Requirements

The successful candidate must have:

- A reliable, high-speed internet connection.
- A backup power supply to ensure uninterrupted work during power outages.
- An up-to-date computer and mobile phone capable of supporting the required software and applications.
- A suitable, quiet working environment that supports productivity and professional client interactions.

Employees are responsible for providing and maintaining their own equipment, internet connection, and backup power arrangements to ensure they can perform their duties effectively while working remotely.

International Working and Professional Requirements

International Clients

The role involves working with clients and prospective customers across different countries and time zones. The successful candidate must be comfortable communicating and conducting business with clients globally.

Working Hours

The company's standard working hours are 9:00 a.m. to 6:00 p.m. UK time. Flexibility is required when client meetings, demonstrations, or other business activities need to take place outside these hours to accommodate international time zones.

Internet and Equipment

Must have reliable, high-speed internet and a good-quality, up-to-date computer and mobile phone capable of supporting all required business applications.

Communication Tools

Must be able to access and use company email, Microsoft Teams, and the company's business telephone system on both their computer and mobile phone. The successful candidate must also be contactable through these channels when required.

Professional Appearance

Must maintain a professional appearance and dress appropriately for client meetings, online demonstrations, and other business interactions.

Learning and Product Knowledge

Must be a quick learner, with the ability and willingness to understand complex software. As the role involves selling and demonstrating the Crises Control platform, the candidate is expected to develop an in-depth understanding of the system, including its features, functionality, and capabilities.

Product Confidence

Must continuously learn, practise, and explore the platform to confidently explain its functionality, demonstrate its value, and respond effectively to client questions.

Benefits

At Crises Control, we offer a competitive salary, a comprehensive benefits package, and opportunities for professional growth and development.

You will be part of a dynamic and collaborative team that is passionate about making a difference in the world through innovative incident management solutions.

If you are a highly motivated and results-driven sales professional looking for a challenging and rewarding career, we encourage you to apply.

To Apply

Please submit your CV and cover letter to **HR@Transputec.com**.