

Software Sales Consultant

We are looking for a Software Sales Consultant to join our commercial team, in an exciting new client facing role that will help our business grow at pace, presenting both leadership and personal growth opportunity. If you like the idea of working with a great team with cutting edge technology, meeting smart people working with tier 1 clients in a growth industry, then let us know.

Job Responsibilities:

- Takeover the management of existing small and medium deals in the pipeline
- Run discovery calls with new accounts with support for sales solution engineer
- Increase number of deals in pipeline through in bound or outbound leads, trade shows, referrals, exhibitions, social media, etc
- Visit customers to review needs and identify pain points
- Provide high level technical feedback on software and intended use by client
- Manage quote and order process ensuring all requirements are met and internal team are clear on the customer requirements
- Keep customers updated on progress
- Provide sales forecasting data, keep CRM updated on a weekly basis

Experience/Requirements

- Proactive, self-motivated and energetic, able to work in a fast-moving start-up environment
- Curious, Focused, detail orientated, strong interpersonal skills.
- Excellent written and verbal communicator both internally and customer facing.
- Knowledge of manufacturing processes, ideally with experience of Additive Manufacturing.
- Technical Sales experience, in engineering, software or additive manufacturing.