

Company Name: ProProcure Limited - www.proprocure.com

Location: Spaces, 1 Chalfont Park, Gerrards Cross, Bucks SL9 0BG

Salary Package: Competitive salary & incentive package

Job Title: Inside Sales Representative

Working hours: Flexible working - full or part-time to suit

The Company

ProProcure is a specialist B2B technology provider in the procurement software industry.

Our new cloud-based quote-building tool, G-Quotes, brings enterprises and their suppliers together through collaborative purchasing. We recognise the challenges surrounding the industry and have built our solution to help businesses across the globe achieve their full purchase-automation potential. We have recently partnered with one of the worlds largest eProcurement solution providers to help not only our customers be the best at what they do, but theirs too.

We are small but ambitious and have exciting plans to expand our G-Quotes client base over the next 2 years as we push into our next stage of growth.

Working for us

At ProProcure we strive to have a dynamic culture and believe that by empowering individuals and encouraging cross-functional teamwork we have created an environment where everyone can excel and bring their own skills and knowledge to the table (as well as learning new ones!).

The true culture of our business is reflected in our values:

- Integrity - Demonstrating openness and honesty at all times
- Passion - Believing in our business and caring for our Clients
- Respect - Recognising each other's differences and strengths

The role

We are seeking a determined, energetic candidate with a thirst to learn and develop their career path. As an Inside Sales Rep, you will play a fundamental role in achieving our customer acquisition goals as we look to take G-Quotes to the next level. You will be joining our dedicated Commercial Team and will have set KPI's based around leads, meetings and conversion rates.

G-Quotes has a very large and growing target market of mid-to-large global enterprises and we are looking for someone to help us unlock it. Our value proposition is easy to grasp but you need to be a fast learner and willing to jump in quickly to be able to comfortably articulate this to potential customers.

Key responsibilities

- Supporting Marketing and Sales in defining and implementing a campaign strategy
- Proactively pursuing new sales opportunities through inbound lead follow-up and

- outbound calls and emails to provide Sales with pre-qualified appointments
 - Understanding customer needs and requirements
 - Routing qualified opportunities to the appropriate team members for further development and closure
 - Researching a defined audience and identifying individuals to target
 - Utilise internal CRM (Salesforce) to record and progress Leads through to Opportunities
 - Report on the quality of leads and appointment conversion rates
 - Keep abreast of industry news
 - Deliver basic product demonstrations via online meetings
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About you

- Proven experience in a B2B Inside Sales and/or Lead Generation role (SaaS industry experience desirable but not essential)
- Strong phone sales experience
- Experience working with Salesforce.com or similar CRM
- Strong verbal and written communication skills
- Ability to communicate with stakeholders of all levels
- Strong listening and presentation skills
- The ability to work independently and as part of a team
- The ability to work under pressure, multi-task, prioritise, and manage time effectively
- Strong commercial skills including an understanding of the sales process

Desirable skills:

- Knowledge of or experience in the procurement software industry
- Good knowledge of Microsoft Office and Google applications

Education

- Excellent GCSE and A-Level results (or equivalent)
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The successful candidate should live within a commutable distance of our office in Gerrards Cross. We do, however, offer a flexible working environment with flexible hours, collaborative working space and optional work-from-home days.

We hope you will share the enthusiasm and passion we have for our business and decide to come and find out more. If you are interested, please send your CV and a cover letter to careers@proprocure.co.uk.