



QCC INFORMATION SECURITY Ltd

Job Title:	Sales Executive	Job Category:	Sales
Department/Section:	SRM Section	Job Code/ Req#:	Click here to enter text.
Location:	London, Holborn Circus EC1	Travel Required:	None
Level/Salary Range:	25k -30k base plus commission OTE 40k + based on experience and skills.	Position Type:	Full-Time
HR Contact:	Keith Hare-Brown	Date posted:	N/A
		Posting Expires:	N/A
External posting URL:	www.careers@qccis.com		
Applications Accepted By:			
E-MAIL: 0208 133 3744 or keith.harebrown@qccis.com Subject Line: Sales Executive Attention: Keith Hare-Brown		MAIL: Keith Hare-Brown HR Manager, QCC Information Security Ltd. Buchanan House, 24-30 Holborn, London, EC1N 2LX	
Job Description			
ROLE AND RESPONSIBILITIES			
<p>A fantastic opportunity to work within a vibrant, challenging and supportive environment for a company that rewards hard-work and loyalty with financial rewards, job security and career progression.</p> <p>If you are a strong communicator and have the skills to influence then this is the role for you. You must have previous experience on building relationships over the phone. Based in Central London, the desired person will be enthusiastic and enjoys a challenge. You will have to be target driven, focused, motivated and have a strong desire to succeed. The post has excellent progression prospects for a successful candidate.</p> <p>You will be responsible for Business-to-Business lead generation and sales prospecting through the gathering of sales intelligence and cold-calling. You will need to research our key target companies, and identify the most appropriate decision maker in the company (usually a director or owner) by speaking with multiple company representatives. You will then initiate a conversation with the decision maker to understand their requirements and establish whether QCC Information Security is a good fit for their business.</p> <p>You may also receive incoming telephone calls, be allocated enquiries from the website and you will make outgoing calls from our CRM system (Microsoft Dynamics) re-qualifying leads from previous sales activities. The objective is to book high quality, fully qualified appointments for the Forensic Team and grow new and existing business.</p> <p>You will continually increase your knowledge of our suite of services, and their specific selling points and will build up an extensive knowledge of case studies so that you can talk with authority and confidence about existing customers and how they have benefited from using the various solutions. Experience in the marketing and/or PR industry with regards to brand reputation is desirable.</p>			



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QCC Information Security database of contacts which you must build using open source networking, so you must also be strong on administration skills to ensure that the information held in the CRM system (Microsoft Dynamic's) is correct, always accurate and complete. You will be regarded as the transition point for opportunities from marketing to sales and therefore the first point of contact in the Forensic sales process. You will work to achieve KPI's, learning to qualify and convert hot leads into appointments whilst maintaining your pipeline of cold and warm leads to ensure maximum ROI from marketing activities.

KEY OBJECTIVES:

- To ensure that QCC brand values are reflected within each and every discussion.
- Create excitement with prospects and generate demand for QCC solutions.
- Ensure every enquiry is managed in the optimum manner.
- Monitor your own call rates and lead generation results – and actively work to improve these , reporting all activities, lead generations and prospects to the line manager.
- Develop a deep understanding of the issues facing prospective clients and use this knowledge to secure as many qualified appointments as possible.
- Build your knowledge of customer case studies within multiple industry sectors.
- To actively participate in call/performance reviews conducted by Senior Management

CANDIDATE PROFILE:

You will have an outgoing personality and an understanding of how businesses operate. You will have very good communication skills which can be proven by your experiences to date. You will be eager to learn and work well as a team member. You will have exemplary testimonials from previous employers.

In return, QCC Information Security will provide an exciting sales career in a motivating environment, continual training with excellent support. This is your opportunity to join a professional team in which you can become an expert in promoting solutions in an innovative industry.

ESSENTIAL QUALITIES/REQUIREMENTS:

- Highly motivated individual, self-starter able to work on your own or as part of a team
- Minimum of one year business to business experience
- Experience in Forensic sales preferable
- Used to working to monthly and quarterly targets
- Strong work ethic and results orientated
- Able to demonstrate success and target achievement in previous roles
- Experience in feature/benefit solution sales
- Excellent communication and relationship building skills
- Ability to articulate solutions and objectives
- Strong administration skills
- Focused and adaptable
- Motivated, disciplined and enthusiastic



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- Eligible to live and work in the UK

PREFERRED SKILLS

1. Strong Digital Forensics'/Incident Response & Information Security background and experience. Working a related industry for 2-3 years minimum
2. BSc in a related discipline/University Educated

ADDITIONAL NOTES

[Type any additional notes if needed.]

Reviewed By:	Keith Hare-Brown	Date:	15/12/2011
Approved By:	Gary Evans	Date:	15/11/2011
Last Updated By:	Click here to enter text.	Date/Time:	Click here to enter text.