

Inside Sales Account Manager

Job type: Full time

Location: Peterborough

Salary: £30,000 + £20,000 OTC

Data Interchange is a well-established and successful business with deep expertise and experience in B2B digital supply chain integration. A profitable company with a 30-year history and a large customer base, we are now embarking on a new phase of growth and are investing in expanding our sales team to drive this.

We are seeking an Inside Sales specialist with experience of managing and growing revenues from a large customer base. This will be achieved through developing and delivering a rigorous contact strategy which will result in having a thorough understanding of each customer's requirements in relation to Data Interchange services.

This is a quota bearing sales role with targets based on retention and growth of revenue from the customer base.

Your responsibilities will include:

- Develop, deliver and maintain a high-volume contact strategy
- Position Data Interchange as a valued partner to customers
- Identify and capitalise on upsell opportunities
- Work with service team to ensure high levels of customer satisfaction
- Prepare clear and high-quality proposals
- Work at pace whilst maintaining quality
- Work with field team on campaigns as required
- Build positive relationships and work effectively with key internal stakeholders
- Fully utilise CRM to accurately report customer interactions, pipeline and forecast

Successful candidates will have:

- A strong track record of achieving sales targets over a minimum 3-year period
- Experience of a high activity inside sales role
- Longevity (two years plus) in previous roles
- Experience and success in a business solution based inside sales role
- Experience of software, service or supply chain solutions desirable
- Self-motivated and target driven
- Ability to build sustainable relationships over the phone
- Ability to understand and articulate complex solutions succinctly and concisely
- Organised and reliable with a methodical approach

In addition, Data Interchange will provide:

- Individual training allowance / study support
- Company pension
- Regular, subsidised staff social events
- Excellent career progression

To apply for this position, please forward a copy of your CV and covering letter to careers@datainterchange.com