

Job Description

Job Title	Sales Executive
Report To	Managing Director
Team	Sales
Direct Reports	None

MIGSOLV is an award winning world-class commercial data centre in East Anglia providing ultra-secure, high-quality, flexible colocation services.

We are looking for a committed, self-motivated and experienced Sales Executive to join our sales team based at our data centre in **Norwich**.

Purpose of the Role

To secure sales through prospecting, lead generation and client engagement. To build strong relationships with prospective and current clients, to maximise sales opportunities.

Responsibilities

- Building prospects and sales through:
 - Active research
 - Lead qualification
 - Inbound enquiries
- Site tours and Presentation of the data centre
- Ensuring accuracy of data records and reporting
- Handling inbound sales enquiries
- Outbound calling to new prospects
- Understand new market opportunities
- Setting targets/goals and reporting against them
- Building relationships with current and prospective clients
- Ensuring compliance to documented standards
- To travel on company business for up to 40% of the week.

Experience

- 2-5 years working as a sales executive with proven ability to close sales and increase revenue.
- Have held a role that includes not just new business sales but also ability to manage existing client accounts.
- Proven and demonstrable track record in technology based sales.

Key Skills

- Be a self-starter and customer sales focused.
- Demonstrate excellent team and organisational skills
- Be able to create a client proposal with minimal input from others
- Be enthusiastic and flexible in your approach and attitude.
- Have good verbal & written communications skills
- To be driven to succeed in sales.
- To understand how technology helps organisations today.
- Understand new markets & their importance
- To challenge how things have 'always been done'.

Qualifications

- Ideally degree educated
- To have completed formal sales training.
- To hold a Full UK driving licence.