



SALES EXECUTIVE - JOB DESCRIPTION

15th August 2020

Role: Sales Executive
Location: Initially home-working while Covid restrictions apply, then from a Central London office location with some flexible home-working
Contract: Permanent, full-time
Preferred start date: November 2020
Deadline for application: 2nd October 2020

Opportunity

Tussell is enjoying success as the market's reference source of data and insight into UK government contracts and spending. Despite Covid, we have recently undergone a period of significant expansion and are thus looking for a Sales Executive to nurture and close new business from inbound web leads - an "inside sales" model.

This is a great opportunity for someone with 2-3 years of quota-bearing sales experience to be the first dedicated salesperson in a thriving tech-enabled startup. They will be able to make their mark from day one and to hone their skills in a lean, dynamic and friendly environment. The role will report directly to the company's Founder/CEO and has scope to evolve into sales management as the company grows.

Company

Public procurement is one of the most important levers the government has for driving social and economic prosperity across the UK. It is at the heart of delivering the high-quality public services and infrastructure that are critical to the functioning of our day-to-day lives. Covid has accelerated the trend back to "big government", making it more important than ever companies to access the market and for journalists to scrutinise the spending.

That is the problem that Tussell solves. We aggregate open data on public contracts from hundreds of sources and transform it into useful data to help companies do more business with government. Corporate clients pay an annual subscription for access to an online market intelligence platform designed for market analysis, strategic planning and business development.

We're a small, tight-knit team with the ambition to build a successful company that does something useful. High performance and staff engagement are part of the company's DNA so we're constantly looking for ways to improve our offering and to satisfy our clients.

Role

The successful candidate will be the company's first dedicated Sales Executive, reporting to the Founder/CEO. Your objective will be to accelerate growth in recurring revenue through sales of Tussell's annual subscription to new customers (excluding up-sell to existing customers). Your responsibilities will be to:

- Meet and exceed monthly sales targets
- Build and maintain a sustainable 3- to 6-month sales pipeline
- Build rapport and establish relationships with sales prospects
- Use a consultative approach to manage negotiations and close deals

Key to success will be your ability to nurture warm leads via email and phone to an initial virtual meeting via Zoom (pre-sales), to qualify their needs through skillful questioning and active listening, to demonstrate Tussell's essential value to their business through a tailored product demo, and finally the discipline and determination to close sales, ideally within four weeks.

Qualifications

You will need to have:

- 2-3 years of quota-bearing sales experience, preferably in a B2B environment
- Demonstrable track record of over-achieving sales quota
- A Bachelor's degree, grade 2:1 or above
- Strong written and verbal communication skills

Ideally you will have:

- Sales experience in a B2B environment
- Experience of working with or in the UK public sector
- A real interest in business, politics and current affairs

To be the ideal candidate, you will be a confident communicator with dynamism and judgment. You will be a natural self-starter, with a growth mindset of seizing opportunities and taking the initiative. You will be resilient and determined, open to feedback and comfortable with being judged by results. You will be structured and conscientious in your work, but also thrive in a flexible, fast-paced startup work environment. Finally, you will be a good team player, easygoing, tactful and willing to pitch in.

Compensation

Starting base salary of £25,000 - 30,000 per annum (gross) depending on experience with on-target earnings (OTE) potential of £50,000 (base and commission) in Year 1.

At Tussell you can expect to work in a lean, dynamic and respectful organisation. You will be supported and encouraged in your personal and professional growth, and you will be allowed to do your best work with autonomy and purpose.

How to apply

Please email your CV with a covering letter making the case for your suitability for the role with the subject Application for Sales Executive Role to careers@tussell.com by Friday 2nd October 2020. *We hate generic cover letters - we're more interested in understanding your motivations for applying to this particular role and in what you think you can bring to the company than in a list of your past accomplishments.*

Application process

If your application is of interest, the interview process will be as follows:

- An initial 15-minute phone screening.
- Follow-up video interviews with 2-3 members of our team.
- A short free trial of Tussell in order for you to give a practice demo of the product.
- A final interview.