

Solution Sales Executive

Job Description

The Role

You will be the face of Causeway and the driving force in achieving new business sales targets. You will be talking and meeting with Construction industry professionals across the UK, looking to understand their business and their current objectives. Using this information you will be selling a range of products and solutions to match their needs. Your goal is to successfully create as many genuine sales opportunities as possible and manage them to a successful conclusion.

The key areas of responsibility for the Solution Sales Executive include:

- Detailed account planning, building an in-depth knowledge of key target customers from a financial, operational and strategic perspective.
- Creating a personal reputation as a subject matter expert within your Solution Sales area utilising social selling channels to create awareness, build relationships and generate sales opportunities
- Selling complex solutions (new business) to multiple stakeholders including C-level execs
- Opportunity management undertaking a consultative selling approach to identify and quantify a tangible return on investment through the use of Causeway Solutions

Skills, Experience and Qualifications

Essential Skills

- Proven track record of generating and closing high value new business solution sales with extensive B2B sales experience.
- Degree level, diploma or equivalent education preferred.

Desirable Skills and Experience

- Relevant industry experience
- Experience of the application of IT to business problems

Competencies

- Goals and targets will be what you live for but it's supporting businesses in solving their challenges that inspires you the most.
- You will want to be part of something special and contribute to the success of the team.

- You will be a passionate individual who has the ability to change a customer's way of thinking.
- You will be confident with delivering a strong needs analysis to help determine how a prospect's business requirements align with Causeway's solutions.
- You will be articulate, with excellent communication skills, telephone manner and ability to build rapport fast.
- Excellent planning and organisational skills to manage a high number of activities, with good time management, the ability to prioritise and to remain calm and objective under pressure.
- Excellent attention to detail and data management skills
- Self-motivated, creative and confident in recording videos and using social media
- High standard of personal presentation, ensuring that Causeway is represented professionally
- Tenacious, highly energised, passionate and committed, determined to achieve amazing results and make an impact, delivering to high standards and delighting customers

Your Responsibilities

Opportunity management

- To develop detailed account plans within targeted prospect organisations with a purpose of identifying opportunities for Causeway Solutions
- Make good use of social media to promote awareness and interest for Causeway solutions in the products and work with the marketing teams to produce campaigns and events to generate new prospect leads.
- Develop an in depth knowledge of the target market and their pain points, as well as competitor information and their strengths and weaknesses, segmentation, positioning, C-level contacts, market developments and value propositions, in order to demonstrate knowledge to prospects and maximise opportunities.
- Identify, engage and interact with decision makers at a senior level to identify new and emerging business opportunities.
- Ensure proactive and timely updates to opportunity progress in the CRM system, so that the business has access to accurate professional reports and forecasts in real time.

Sales

- Ensure consistent pipeline growth and maturation (3x target) achieved by careful forward planning and consistent implementation of strategic campaign calendar.
- Build relationships at all levels and understand and successfully communicate with each level appropriately, also identifying opportunities for upselling and cross-selling.
- Establish potential customer requirements and showcase some of our leading edge solutions, fielding questions and ensuring that Causeway's products are matched to the customer's needs.

- Learn about the industry by reading, watching videos, listening to podcasts, attending industry events and seminars to prepare you for having knowledgeable, credible and transparent conversations with senior executives in the industry across the UK.
- Understand and influence customer's decision making process and guide the customer to positive decisions and outcomes on Causeway proposals. Utilising a value based consultative sales approach, quantifying a clear and tangible business case and return on investment to underpin the customers investment decision
- Consistently achieves required sales activity metrics and targets and achieve a positive win ratio.