

## **Sales Executive – FME Division**

**Location:** UK (Flexible geographic location home-based, or office based in Cambridge)

**Employment type:** Permanent

**Salary:** Depending on skills & experience (includes performance bonus)

In every sector, organisations are using location data to make better decisions – improving services, maximizing efficiency and even saving lives. 1Spatial's suite of solutions help our customers manage their complex geospatial data. We are a rapidly growing global business with offices in Cambridge (UK), France, Australia, USA, Ireland, Belgium and Tunisia.

**Would you be a good fit for 1Spatial FME team?** 1Spatial is a Platinum Safe Software partner and an FME value-added reseller. Our FME Division in the UK is looking for a Sales Executive to join the team primarily to manage our software renewals process. In addition, you'll assist the Division Manager in qualifying sales leads, booking and attending client meetings, preparing quotations, and closing orders. You'll also assist with lead generation and follow up around our regular webinars and industry events.

As a Sales Executive in the FME Division you'll be familiar with the software industry, technically savvy and have an eye to detail so you can generate accurate quotations that fit our client's needs. You'll work closely with the FME Division Manager, but you'll own and manage our recurring revenue stream, you'll ensure customers renew their maintenance on time each year and you'll assist in spotting opportunities where we can offer further value to the account. New licences, consultancy services and training are all part of our offering, and you'll develop an understanding of each capability to be able to pitch the right solution, to the right client, at the right time.

### **You will be responsible for:**

- Managing the Support and Maintenance renewals process.
- Identifying service opportunities and responding to enquiries to qualify the lead.
- Developing a relationship with our clients so you're their primary point of contact.
- Supporting the FME Division Manager and other vertical sales teams with sales support and pricing enquiries.
- Working with the Marketing team around dedicated sales campaigns, promotional activities and events.
- Identifying and closing additional sales opportunities through our usual communication channels.
- Working with the Finance team to ensure clients are correctly invoiced and payment is received.
- Taking ownership of necessary quarterly sales targets.
- Working closely with our client base (B2C) and dealing directly with our supplier (B2B) on a daily basis.

### **Required Skills and experience:**

- Should have a strong attention to detail. We have a very detailed price book with many variations of software products and editions. You'll be required to identify the correct product for the client, price it correctly and frequently perform co-term calculations to adjust the anniversary of the renewal date. Small mistakes have a big impact, so we like to get it right first time.
- A general level of knowledge of the GIS industry is desirable but not mandatory. However, what is important is technical literacy with respect to the software industry.

You'll be selling to technical customers and will need to be credible or be willing to learn. A desirable candidate will be able to work out what our software offering would be, based on a clients detailed brief.

- A good client-facing attitude, along with strong written and spoken communication skills. You'll be one of our primary client-facing roles, often the first point of contact. You'll need to make a positive and professional impact and you'll need to speak to clients on the phone regularly.
- You'll be using Salesforce.com, SharePoint and wider Office365 tools, in that order of importance, daily, hence demonstrable experience of one or all, but primarily Salesforce.com or equivalent is desirable.
- Experience or ability to demonstrate an understanding of the sales process.
- Must be hard working, results driven, motivated by success and take pride in personal performance, so the team can be successful.
- Keen to learn and develop skills through experience. All necessary training and mentoring will be provided to the successful candidate.
- Must be available to travel and have a full UK driving license.

#### **What can we offer:**

- Competitive salary
- Flexible working hours
- 25 days annual leave
- Generous company pension scheme
- Group income protection scheme
- Private health insurance
- Health Cash Plan
- Buying/selling annual leave
- Cycle to work scheme
- Personal Development Allowance to support your Continuous Professional Development
- Active social programme including both virtual and in-person events

#### **When we return to our spacious open plan office, you will also benefit from:**

- Free car parking
- Easy rail access
- Soft drinks and fruit

#### **Interested?**

Please send a covering letter and CV/resume to [recruitment@1spatial.com](mailto:recruitment@1spatial.com)

Our **Recruitment Privacy Policy** explains how we store, manage and process the data you provide to us.

If you require further information or would like an informal chat about the role, please contact [recruitment@1spatial.com](mailto:recruitment@1spatial.com) and we will arrange for you to speak with the hiring manager.

**We require that all candidates are able to demonstrate their eligibility to work in the UK**