

# New Business Sales Exec

## About Reveal

We are a dynamic, ambitious global company with a brand of body worn cameras and digital evidence management software that is recognised around the world.

It's an exciting time to work for Reveal as we look to introduce our products into new sectors and markets.

Learn more about us at [www.revealmedia.co.uk](http://www.revealmedia.co.uk)

## The role

We are seeking a dynamic and engaged individual to join our marketing and sales team. The role consists of new business generation from inbound web, telephone enquiries and marketing campaigns, so confidence and an exceptional phone manner is pivotal to success.

The role requires the ability to effectively deal with a high volume of different contacts each day. It requires you to have basic business conversations with decision makers about how body cameras can benefit them and identify which leads should be qualified to our sales team for further conversation.

Working alongside our sales and marketing team, you will be responsible for accurately recording data you collect, scheduling meetings for the sales team to follow up and managing your own time.

This role will be primarily aimed at the US law enforcement market - American regional experience would be useful.

## Responsibilities

- Achieve defined sales and activity targets
- Contacting warm leads to qualify as per defined criteria via email/calls
- Accurately and neatly recording data
- Identify new business opportunities and schedule meetings for the sales team to follow up
- Be the first point of contact for incoming sales enquiries
- Deal with multiple inbound leads, converting smaller enquiries into sales and handing over larger enquiries to senior sales team members

## Who are we looking for?

- Previous experience is a plus, but all training will be provided.
- Ideally looking to kick start your sales career, this role would be ideal for someone driven and looking to make a major impact in an exciting new market.

- Organisation is key to this role and you must present yourself as a professional when speaking to prospects.
- Excellent Communication Skills, Attention to Detail, Ability to Track Leads, Accuracy, Patience, Motivation, High Energy, Ability to Meet Goals
- Fluent in business English / American English

#### **What we offer**

- An exciting and vibrant workplace - on a boat with fantastic views of The Thames
- Opportunity for progression within the business
- 25 days statutory holiday + bank holidays + birthday off
- Pension scheme
- Cycle to work scheme
- Fun working environment with regular social events
- Annual summer and Christmas parties
- Free fresh fruit delivered through the week

**Salary: 20K to 26K - Dependent on experience + OTE**