

Detego, an innovative software provider to the fashion retail industry, was founded in 2011 and is headquartered in London/UK with offices in Graz/Austria and sales representatives throughout Europe. We develop and distribute a software suite that provides real-time analytics and merchandise visibility on item-level. The use of the Detego product portfolio supports the omni-channel and digital strategies of fashion retailers, enabling them to actively manage stores while providing their customers with a consistently good shopping experience over all channels. Our customers include international fashion brands, retailers and department stores.

We are a highly qualified team of professionals who share the same passion of providing innovative solutions that matter to our customers. To continue our growth, we are looking for an

Inside Sales Representative

Inside Sales Representative job description

We are seeking an Inside Sales Representative to our London office as a part of our expansion plans in UK. It's a unique position as it provides a tremendous opportunity for the right person to grow with the business and the opportunities that it provides.

Job brief

We are looking for a talented and competitive Inside Sales Representative that thrives in a quick sales cycle environment. The successful candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives in United Kingdom. You must be comfortable making dozens of calls per day, working with channel partners, generating interest, qualifying prospects, write proposals, take an active part in the full sales process and contribute to closing the sales.

Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails.
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals
- Over time, be able to perform effective online demos to prospects
- Over time, be able to close sales and achieve quarterly quotas

Requirements

- Proven inside sales experience
- Strong phone presence and experience dialling dozens of calls per day
- Proficient with corporate productivity and web presentation tools, i.e. Word, Powerpoint and Excel
- Experience working with Salesforce.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritise, and manage time effectively
- Track record of over-achieving quota
- A BA/BS degree or equivalent

Location & Reporting

It's a new position based at our new London Office in Moorgate and the person will report directly to the local sales manager.