



## Job Description

<b>Job Title:</b>	Internal Sales Executive
<b>Location:</b>	Newcastle-Upon-Tyne
<b>Salary:</b>	Competitive (plus bonus structure)
<b>Job Type:</b>	Permanent/Full Time

ievo Ltd have a brilliant new vacancy for a motivated Internal Sales Executive to join the expanding and vibrant UK sales team.

ievo Ltd is an independent UK based biometric company that focuses on the design, manufacture and distribution of reliable and innovative biometric fingerprint recognition products for the wider security sector.

We cater for the vast majority of industries, including but not limited to; education, construction, industrial units and factories, leisure and healthcare facilities, Governmental buildings and general facilities management. We also export to a number of global territories via our distribution partners.

As Internal Sales Executive, you'll play a vital role within the business, acting as the key liaison between existing and potential customers, regional managers and other key departments.

### Responsibilities will include:

- Identifying and contacting new sales leads, establishing relationships and booking introductory demonstration appointments for the UK team
- Keeping abreast of the latest products and develop a robust technical knowledge of the company's products, to aid customers with their selections
- Providing clients with quotations and product information as per requests via the UK sales team and incoming enquiries
- Ensuring balanced and productive control over regional account management
- Working internally with different departments to ensure sales tools and messaging is consistent and up to date
- Management and control of the company CRM system and sales lead software
- Working towards challenging but achievable KPIs

Within this role you will need to work towards KPIs, so experience within a sales based role is essential. We're looking for candidates who have the following skills and experience:

- Strong communication and team work skills
- Confident telephone manner and tenacious sales approach
- Ability and willingness to pick up new information quickly
- Excellent attention to detail and administrative skills
- Self-motivated & confident in using initiative
- B2B customer service experience would be ideal
- Previous sales coordination experience is desired
- Security industry experience would also be desired but not essential – training will be provided
- CRM software experience; Salesforce experience is desired but not essential - training will be provided



**In return, you will benefit from:**

- Being part of an exciting team working within an exciting industry
- Performance related bonus structure
- 30 days holiday annually inclusive of public holidays
- Company contribution to pension
- Excellent training and support network

To apply for this role, please send your CV and cover letter to: [sales@ievoreader.com](mailto:sales@ievoreader.com)