

Preno

Job Title	Inside sales representative	Department	Sales
Line of Business	Hotel and Accommodation Management Software		
Contract Type	Permanent Full-Time Employee	Location	UK or Europe
Reports To	Sales Team Lead: EMEA	Direct Reports	None

Overall Purpose of the Role
Summary of the role – overall role contribution to team, department and organisation
<p>We are delivering a number of leads (e.g. Free Trial signs ups) in Europe every day and need more people to help close these leads into customers.</p> <p>This role at Preno UK is an opportunity to get in on the ground floor. We are an established hotel software startup in APAC. And now, we are looking for people with hustle to join as we expand into the UK and EMEA.</p> <ul style="list-style-type: none">• Are you an SDR looking to step up into a sales role?• Are you in a cold calling role looking for a new role with plenty of inbound leads?• Are you looking to make the switch to sales in the SaaS industry?• Or perhaps you're already in technology sales and want a new challenge? <p>Your typical day will include:</p> <ul style="list-style-type: none">• Speaking with a mixture of hot inbound leads (demo requests and trials) warm inbound leads (ebook downloads and webinars registrations) and targeted outreach.• Running demos for potential customers to turn them from free trialists to paying customers.• Guiding potential customers through their trial experience and offer advice/guidance to make the most out of their trial.

This is a great opportunity to join a rapidly growing SaaS business. The Preno inside sales representative role offers a competitive base, unlimited commission and a lot of other benefits (e.g. 'Prelax Fridays').

- This is a high volume sales role. So looking for someone with a history of delivering results consistently.
- Proven ability to carry direct and inside sales quota and produce weekly results.
- Ability to work independently, manage deliverables and be accountable for KPI's.
- An ability to develop excellent sales based on short-term customer relationships, primarily through telephone, email or online video conversations.
- Knowledge of SAAS and Cloud-based software a bonus`.
- Knowledge of Google Apps, HubSpot, Intercom, Slack, Trello and similar systems is an advantage.

Areas of Responsibility

Key elements and required results of the role:

- Call a mixture of hot inbound leads (demo requests and trials) warm inbound leads (ebook downloads and webinars) and targeted outreach
- Run live (zoom) demo's of Preno with potential customers
- Guide trialists through our free trial, offering advice and guidance
- Convert trialists into paying customers

Areas of Accountability

Who is the individual accountable to, what they are accountable for and what if any budget responsibility do they have.

- Accountable to the Sales Team Lead: EMEA
- There will be no budget responsibility or direct reports associated with this role.

Experience and Professional Qualifications Required

Number of years experience, Qualifications and People Management experience.

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Skills Required

Highlighting the key technical, language and job-related skills required

- This role is suited to someone who prefers closing a number of smaller deals each month
- The majority of your deals will come from inbound enquiries but you still be required to do cold outreach if needed

Competencies Required

Highlighting the key competencies required for this role:

- **Drive for Results** - Can be counted on to exceed goals successfully; is constantly and consistently one of the top performers; very bottom-line oriented; steadfastly pushes self and others for results.
- **Action Orientated** - Enjoys working hard; is action-oriented and full of energy for the things he/she sees as challenging; not fearful of acting with a minimum of planning; seizes more opportunities than others.
- **Perseverance** - Pursues everything with energy, drive and a need to finish; seldom gives up before finishing, especially in the face of resistance or setbacks.
- **Interpersonal Savvy** - Relates well to all kinds of people, up, down and sideways, inside and outside the organisation; builds appropriate rapport; builds constructive and effective relationships; uses diplomacy and tact; can defuse even high-tension situations comfortably.

- **Customer Focus** - Is dedicated to meeting the expectations and requirements of internal and external customers; gets first-hand customer information and uses it for improvements in products and services; acts with customers in mind; establishes and maintains effective relationships with customers and gains their trust and respect.
- **Listening** - Practices attentive and active listening; has the patience to hear people out; can accurately restate the opinions of others even when he/she disagrees.
- **Composure** - Is cool under pressure; does not become defensive or irritated when times are tough; is considered mature; can be counted on to hold things together during tough times; can handle stress; is not knocked off balance by the unexpected; doesn't show frustration when resisted or blocked; is a settling influence in a crisis.
- **Dealing with Ambiguity** - Can effectively cope with change; can shift gears comfortably; can decide and act without having the total picture; isn't upset when things are in the air; doesn't have to finish things before moving on; can comfortably handle risk and uncertainty.

Additional Information

For example - Location of work and travel required

- UK or other parts of Europe

Completed By

Menilik Dyer

Date Agreed

October 2021