

<p>ROLE: Sales Executive</p>	<p>GRADE: TBC</p>
<p>REPORTS TO: Sales Director</p>	<p>BUSINESS AREA: Sales</p>
<p>OVERVIEW:</p> <p>Working with clients and business partners around the globe and across industry Cad-Capture deliver market leading software solutions that aid in the management and utilisation of engineering drawings and documents.</p> <p>This role will be focused around Cad-Capture’s AIM (Asset Information Management) Suite of tools – and in particular focussing on the surfacing of engineering content and asset information with the AssetXtractor (AX) tool set.</p> <p>The AX solution has a particularly strong value proposition in industries such as Oil & Gas (all sectors – upstream, midstream & downstream), Petrochemical, Power Generation, Utilities, Mining, Construction, Food Manufacturing, Pharmaceuticals and General Manufacturing.</p> <p>PURPOSE:</p> <p>The purpose of this role is to work with the Sales Director on new and existing opportunities to meet sales targets in a timely fashion.</p> <p>New and existing leads will be delivered through this role, the role holder will be in regular contact with stakeholders in the business, along with business partners and potential new clients.</p> <p>The role is expected to keep up to date with the latest sales practices, be comfortable liaising across all levels of the business, confident at communicating and demonstrating the complex solutions to clients. This role will support the development of new products and services offered by CAD-CAPTURE.</p>	
<p>RESPONSIBILITIES:</p> <ul style="list-style-type: none"> • Responsible for building, managing and closing significant new business pipeline opportunities in order to achieve/exceed sales quota • Able to confidently articulate complex software solutions • Able to confidently carry out live demonstrations of software products • Able to understand challenges faced by new clients, and find benefits from our software to suit their needs • Managing initial meetings and introductory software demonstrations to clients • Responsible for holding discovery calls with business partners and new prospects • Conducting market research to identify selling possibilities and evaluate customer needs • Actively seeking out new sales opportunities through cold calling, networking, webinars, event attendance and social media • Setting up meetings with potential clients and qualifying their potential requirements in relation to the capabilities of the Cad-Capture solution 	

These responsibilities are not the entire extent of the role, and you may be asked to work on other projects from time to time, with other departments in the business to suit the needs of the business.

KEY KNOWLEDGE, EXPERIENCE AND QUALIFICATIONS**Qualifications and Experience:**

- Ideally a graduate with a relevant degree
- Proven experience as a Sales Executive
- Experience in the software industry generally
- An engineering background is beneficial
- Experience building relationships internally and externally is desirable
- Experience communicating messages across multiple stakeholders
- Experience in closing complex, large value software and services/consultancy deals
- A background in selling to the processing industry is beneficial. In particular experience selling into one or more of the following industries will be useful; Oil & Gas (all sectors – upstream, midstream & downstream), Petrochemical, Power Generation, Utilities, Mining, Construction, Food Manufacturing and General Manufacturing

Qualities

- Able to build and maintain a qualified new business sales pipeline
- Willing and able to travel on business where necessary – including international travel and working up to 2 weeks away from home at a time.
- Able to work on the delivery of the business strategy with minimal supervision
- Able to handle the pressures of high workloads and prioritise based on short deadlines
- Willing and able to raise to stakeholders when more urgent work is going to impact existing work deadlines

Expected Behaviours:

The holder of this role is expected to become a successful member of the team and strive to reach their true potential. To help measure performance against the Sales Strategy, appraisals and performance and progress meetings may be held from time to time.