



BULLET PROOF

ACCOUNT EXECUTIVE

COMMERCIAL IN CONFIDENCE

1. ACCOUNT EXECUTIVE

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| LOCATION | Stevenage, UK |
| CONTRACT | Full time (average 37.5 hours per week) |
| SALARY | £ Competitive + Double OTE |
| CONTACT | people@bulletproof.co.uk |

1.1 OVERVIEW

Bulletproof are looking for a self-motivated individual with a confident and professional manner who can support and accelerate our growth in the market. You will be responsible for processing new business enquiries via inbound activity, with full back-up from the existing sales & support teams. You will spend the majority of your time handling leads coming into the business, either through our webform or over the phone. Success will come from building up trust, credibility, rapport, and suggesting products and packages to help solve the prospects pain points and secure an order.

We are looking for a candidate to hit the ground running, so 3-5 years B2B sales experience is a must. Ideally this experience would be in the IT/cyber sSecurity space, but not essential. What is essential is determination, motivation and a positive attitude. In this role you will need a flexible approach and be comfortable in the knowledge that the responsibilities may evolve as the company continues to grow and expand the services it provides.

Our standard working hours are 9:00am to 5:30pm Monday to Friday. Applicants should be determined, confident and engaging, as well as highly motivated to maximise their earnings through our generous uncapped commission scheme. We have a positive and inclusive working environment and offer several additional benefits and rewards.

1.2 RESPONSIBILITIES

- Business-to-business (B2B) engagement through inbound channels
- Balance the reaching of sales quotas with providing best-in-class customer experience & support
- Receiving and handling inbound phone calls, as well as responding to inbound enquiries through the website
- Gathering sales intelligence, handling objections
- Manage own workload/call backs via KPIs (key performance indicators)
- Record call history, activity and customers response in detail within our CRM
- Build and maintain a pipeline of opportunity
- Deal with key decision makers

1.3 BENEFITS

- 25 days' annual holiday
- An additional day's annual holiday for your birthday
- Company pension
- Private medical insurance
- Subsidised gym membership
- Perkbox employee benefits platform
- Frequent team events
- Relaxed working environment

2. CANDIDATE EXPECTATIONS

2.1 ESSENTIAL SKILLS

- Confident and professional on the phone
- Extremely motivated, hungry to close deals and earn excellent commission
- Customer-centric approach to sales with a 'can-do' attitude
- Ability to learn new technology and demo products to prospective customers
- Minimum of 3 years sales experience, ideally in an IT/cyber security environment
- Proven track record in achieving or exceeding sales targets
- Team player willing to go above and beyond to help shape our rapidly-growing company
- Excellent organisational and time management skills, with the ability to multi-task
- Excellent verbal and written communication skills
- Professionalism and high attention to detail
- Excellent PC skills, including a working knowledge of MS Office

2.2 DESIRABLE SKILLS

- Experience of working in IT or cyber security sales would be a significant advantage
- Knowledge of technology would be a significant advantage
- Experience in using CRM systems, specifically Pipedrive

3. COMPANY OVERVIEW

3.1 ABOUT BULLETPROOF

YOUR BEST DEFENCE AGAINST CYBER THREATS

Bulletproof are one of the fastest-growing cyber security companies in the UK, with a passion for developing innovative solutions to combat modern, dynamic cyber threats. Bulletproof is a vibrant organisation with a proven track record of creating new and exciting security products, and is driven by the desire and talent of our staff.

Good security is in our corporate DNA, and we believe that our information and cyber security services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your business-critical data. Key to our success is our in-house UK Security Operations Centre (SOC) – a state-of-the-art 24/7 command station for all of our cyber security and compliance operations.

3.2 USEFUL LINKS

www.bulletproof.co.uk

www.targetdefense.com

www.serverchoice.com

www.civo.com

Please note that as part of the recruitment process a criminal records check will be carried out by an authorised third party.



 01438 532 900

 contact@bulletproof.co.uk

 www.bulletproof.co.uk