



RECRUITMENT VACANCY

INBOUND SALES EXECUTIVE

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KEY FACTS

LOCATION	Stevenage, Herts, UK
CONTRACT	Full time, permanent
SALARY	£20,000 + Double OTE (uncapped)
CONTACT	Jo Quinlivan jo.quinlivan@bulletproof.co.uk

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. 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 benefit and rewards.

PRIMARY RESPONSIBILITIES

- B2B engagement through inbound channels
- Balance reaching sales quotas with providing best-in-class customer experience and support
- Receiving and handling inbound phone calls and responding to web-generated enquiries
- Gathering sales intelligence and handling objectives
- Managing own workload and meet key KPIs
- Record call history, activity and customer responses within CRM system
- Build and maintain a pipeline of opportunity
- Deal with stakeholders and decision makers

BULLETPROOF BENEFITS

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

CANDIDATE EXPECTATIONS

ESSENTIAL

- 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 security/cyber/related areas
- Proven track record of 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
- Professionalism and high attention to detail
- Excellent PC skills, including good working knowledge of MS Office

DESIRABLE

- 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

PERSONAL ATTRIBUTES

- Strong organisational skills
- Methodical with strong attention to detail
- Ability to work well as part of a team
- Can-do approach
- Ability to quickly develop a rapport with customers and understand their needs
- Excellent time management

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

ABOUT US

BULLETPROOF

YOUR BEST DEFENCE AGAINST CYBER THREATS

Bulletproof's innovative cyber security services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your critical business data. Bulletproof's core belief is driving innovation through our range of cyber security products to deliver true value to the UK market and beyond. Key to our success is the Bulletproof SOC (Security Operations Centre). This is the command centre of our cyber security operations, home to security analysts and researchers as well as being the base of operations for our penetration testing and scanning teams, as well as our strategy/compliance consultants.

Staff are our lifeblood, and we ensure all Bulletproof team members are experts in their individual disciplines, holding relevant qualifications and certifications where appropriate. By way of example, here's a small sample of our staff and corporate certifications:

Bulletproof are:

- CREST approved
- Tigerscheme certified
- PCI DSS v3.2 Level 1 Service Provider
- Cyber Essential Plus certified
- ISO 27001 certified
- ISO 9001 certified

Our Staff are:

- CREST approved
- Certified Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Tigerscheme Qualified Security Test Member (QSTM)
- Certified Ethical Hacker (CEH)
- ISO 27001 Implementer
- CCNA and CCNP Security

SERVERCHOICE GROUP

Bulletproof are part of the ServerChoice Group, an organisation with over 10 years' experience in supplying cloud-based, secure services to clients across a diverse range of industries. The ServerChoice Group of companies is a market leader in providing innovative digital/IT, connectivity and security services. With decades of experience, our focus on delivering flexible world-class services means the ServerChoice Group is proud to be trusted by SMEs and multinational corporations around the world.

FURTHER READING

www.bulletproof.co.uk

www.serverchoice.com

www.serverchoice.cloud

www.scdc.co.uk

www.ai.co.uk



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