



THE OUTSTANDING  
WEBSITE COMPANY  
AWARD WINNING  
DIGITAL AGENCY

## Vacancy: Digital Sales Executive

**Salary: DOE**

### Job Summary

The Digital Sales Executive will be part of a team responsible for selling Outstanding Web's digital catalogue of products and services. The emphasis of the role will be on identifying and prospecting to new customers and recognising opportunities to drive profitable revenue in targeted markets.

When not in the office, you will be expected to travel for meetings and company events.

### Responsibilities

Your responsibilities will include (but not be limited to):

- Generating new business via customer research, cold calling, emailing, etc
- Converting in-bound enquiries from the company website or external events
- Generating appointments and attending meetings
- Work alongside the wider team to better understand the company's products, ethos and customer-base
- Manage your opportunities and converted leads through all stages of the sales pipeline, using our custom-built CRM system
- Work closely with the office manager to produce quotations and proposals for customers

We require a self-motivated individual, who will be responsible for attaining sales goals and communicating progress to goals and strategies/tactics to reach targets with Outstanding Web directors.

### Minimum Requirements

- Minimum of three years business to business sales experience.
- Proven track record of winning new business via lead generation and cold calling.
- Strong verbal and written communication skills.
- Able to work both independently and in a team environment, with our marketing team, designers and developers.
- Energetic, self-motivated individual with an entrepreneurial spirit.
- Strong work ethic.
- Able to sell to C-level executives (CEO, CMO, President, VP, Director Level, etc)
- Organised and detail -oriented with professional presentation ability.
- Willing to embrace new technology and social media. MS Office suite proficiency.



THE OUTSTANDING  
WEBSITE COMPANY  
AWARD WINNING  
DIGITAL AGENCY

## **Benefits**

Outstanding Web offers a competitive salary and benefits package including:

- Company car allowance (after a month's service)
- Private health cover (following probation)
- Discounted gym membership (énergie fitness clubs)

## **Apply Now**

Please contact our office manager, Nicola Wallman on 01525 306114 to discuss or email a copy of your CV to [hello@outstanding.co.uk](mailto:hello@outstanding.co.uk).