



## ROLE PROFILE - INSIDE SALES GRADUATE

Employees and applications; consumers and products; people and devices - we bring them together and help them do business, digitally and securely.

At Pirean, we improve customer engagement, enable workforce productivity and secure access for millions of users every day.

We are looking for an Inside Sales Graduate to join our team in Canary Wharf.

### Overview of the Role

Pirean's Inside Sales Graduates are results driven, good at identifying and creating opportunity, and motivated to build our sales pipeline. They are willing to learn, attending the full range of course that we have selected with our Training providers, in order to become skilled in managing a customer call to drive the desired outcomes, with the ability to identify our customer needs, and to appropriately apply knowledge of our specialist products.

The inside Sales Graduate is expected to develop in to an Inside Sales Executive – a role that is key in managing and overseeing the process from lead generation, through to opportunity identification, maintaining consistently excellent customer service.

### Key Responsibilities

The responsibilities of the Inside Sales Graduate will include (but are not limited to):

- To meet KPI's as set for your role including, but not limited to:-
  - High volume calls
  - Booking of sales meetings
  - Booking of sales discussions
- Make sales calls to prospective customers, to introduce the company and our bespoke and high end services;
- Make sales calls to existing customers to ensure customer satisfaction and to investigate / identify further business opportunities;
- Booking and attending meetings, demonstrations and sales discussions;
- Be the initial point of contact for customers interacting with the Company for the first time;
- Acting as an integral member of the Sales Team to facilitate business growth;
- Working with marketing to identify and agree on calling campaigns; and
- To attend industry specific events, representing the company and generating leads.

### Job Type

Permanent

### Start Date

a.s.a.p.

### Salary

Competitive

### Location

Canary Wharf, London

### Restrictions

Must have permits / Visa to work in the UK

Must be fluent in English (written and verbal)



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### Skills, Experience & Qualifications

#### **Essential skills and experience:**

- A self-starter attitude and approach to working and a strong desire to develop their career in sales;
- A strong attention to detail;
- Excellent telephone manner with first class communication skills;
- Demonstrable ability to plan and organise time;
- IT literate, with excellent Microsoft office skills;
- Ability to work well within a busy team and grow strong relationships;
- Degree educated and eager to learn; and
- Tenacious, resilient and persistent.

#### **Desirable skills and experience:**

- Strong people skills;
- Ability to understand the Security aspects of our IT business;
- A positive attitude; and
- Highly motivated.