

Inside Sales Specialist (OTE €28-30k + uncapped over target commission)

Exportise helps client companies through the process of identifying, approaching and profiting from opportunities in international markets. Selling to clients in export markets presents specific challenges and risks. Using our proven track record of selling to international markets throughout Europe and further afield, **Exportise** works in a hands-on manner with our clients to plan and execute sales in international markets. We don't just talk about it, we do it.

Exportise has an exciting opportunity for driven new business hunters who have a desire to exceed targets. You will be part of a dynamic inside sales team based in Dublin. You will join at an exciting time as part of a growing team in a young, energetic company that is currently experiencing rapid growth with a unique product offering.

This is a position that will suit someone who is at an early stage of their sales career - maybe 1-3 years experience of selling in a B2B environment or someone who can clearly demonstrate that they're made of the 'right stuff' to start a career in sales.

Responsibilities include:

- Sourcing new leads via LinkedIn and other lead generation tools
- Lead generation through emails and calls
- Leverage opportunities through networking and referrals
- Full control of the entire sales process from cradle to grave
- Build and manage pipeline and continually generate new opportunities
- Conduct online sales presentations and prepare proposals
- Achieve targets for both lead generation and new sales
- Forecast sales activity and maintain accurate CRM records (we use Salesforce.com)

The ideal candidate will have:

- Excellent written and verbal communication skills
- Strong customer service skills

Fluent English is a requirement and proficiency in another European language would be an advantage, but not compulsory.

Most importantly, the successful candidate will have a positive attitude, a willingness to learn, a strong work ethic and be determined to succeed in their career.

The basic salary will be competitive and performance based bonuses can add significantly to this.

Show us how well you can sell in your job application - send a CV and well written cover note to the following email address: sperry@exportise.ie.