**Sales Executive**

Grad DNA is how graduate recruitment should be. We are the first and only app using employer-approved testing to help students discover their hidden strengths and see which employers they are most suited to. We need a Sales Exec to help us continue on our growth trajectory.

* Pro-actively tele-marketing potential customers to qualify their requirements and where possible, securing orders.
* Making highly qualified appointments for the external sales team through new business calls.
* Work to tight deadlines and targets to ensure there is a pipeline of potential customers.
* Market Research and CRM database management.
* Administration support, maintenance of relevant databases and tracking software.
* Developing clear marketing strategies aimed at improving brand awareness and increasing sales revenue.
* Contributing to the sales strategy and driving its delivery.
* Researching organisations and markets to develop new prospects, leads and opportunities.

**What we’re looking for…**

* A proactive, self-disciplined and motivated individual with an ambition to succeed and develop their sales and marketing career.
* Developed communication and presentation skills.
* Tenacity and the determination to achieve results in a busy, diverse and challenging commercial environment.
* Excellent verbal communication skills with a warm and engaging telephone manner.
* Natural sales ability.
* Ideally 6+ months experience in sales, ideally within the technology / digital or HR industries, or a degree in any subject.
* Excellent organisational skills and time management.

If you have any questions, or wish to apply, please contact [applications@grad-dna.com](mailto:applications@grad-dna.com).

113 Southwark Street, London, SE1 0JF

[www.grad-dna.com](http://www.grad-dna.com/)