



Account Executive, Uxbridge (UK)

Tollring is a market leading software developer providing data visualisation and business intelligence tools that help manage, understand and control a wide array of communications information, resources and assets.

Growing rapidly and with offices in the UK, the USA, India and Australia, Tollring specialises in business communications analytics, call recording solutions, telecoms expense management and fraud management systems for network carriers and CSPs. Our innovative solutions are developed in-house and distributed via an extensive channel partner network to over 31,000 businesses globally.

Job Purpose

We are looking for an Account Executive to join our team selling innovative technology solutions that are founded on industry-leading cloud technologies.

This role offers the opportunity to learn from and contribute to many areas of the business with wide scope for growth and progression.

You will identify business opportunities by working proactively with existing and potential customers within one of our core business units, maintaining the CRM database and supporting our sales and technical teams to deliver exceptional customer experience.

Key Responsibilities

- Mine the CRM database, to identify new B2B sales opportunities within your business unit
- Research and develop target list of prospective partners
- Work through past leads to identify prospects
- Promote consistency in communication to prospects
- Update and manage the CRM database
- Collaborate with the sales and marketing teams to plan and promote sales campaigns throughout our partner communities
- Generate leads and track to conversion
- Collaborate across internal teams to provide first-class customer support
- Help to deliver projects within customer relationships to meet both customer and business goals
- Work as an integral member of the team to meet collective responsibilities and objectives, providing cover when required

Qualifications, Experience and Skills

- 2:1 Degree qualified (desirable)
- B2B telemarketing or customer service experience (a definite advantage)
- Professional telephone manner, the ability to network and build a strong rapport with customers
- Experience of creating and delivering online presentations with a confident presentation style
- Planning and organising, decision-making and problem-solving skills dealing with daily challenges
- Technology savvy with digital working skills (Microsoft Office essential)
- Thrives in a busy, dynamic environment

Personal Attributes

The Tollring corporate values are: Teamwork, Energy, Integrity and Performance. The ideal candidate will be representative of these corporate values:

- A good team player with a 'can-do' positive attitude, who can use initiative
- Possess excellent attention to detail and take pride in the quality of their performance
- Clear communicator, both written and verbal, with excellent interpersonal skills
- Adaptable, accountable and results-oriented with a customer service approach

Remuneration, Benefits and Working Hours

- The role is a full-time position, 9am until 5.30pm Monday to Friday. The position is office based with flexibility to work from home
- Salary depends on qualifications and experience, potential to earn commission or company bonus
- 20 days holiday increasing every year up to a maximum of 25 days
- Company pension scheme, group life assurance, employee assistance programme (EAP)

Training and Progression

Tollring values its staff, offering career development opportunities to those who are successful.

- A training plan will be provided, discussed, monitored and reviewed for the duration of the six-month probationary period
- On successful completion of probation, a further development plan will be provided, discussed and then reviewed on a quarterly basis
- There will be opportunities for progression as the company grows and as expertise is developed
- This role is ideally suited to graduates seeking a career path in Sales

How to Apply

Please send a covering letter, together with your CV, to: recruitment@tollring.com