

LOCALE^o

Account Manager/Business Development Manager

Oxford / Up to £35K + Bonus, Plus Benefits

Description:

Locale is the UK's SaaS leader in property communication solutions. There are over 175,000 users using Locale on a monthly basis. Customers include household names such as CBRE, Savills, BNP Paribas, Knight Frank, Harrods and many more. To support further rapid growth we're looking for a talented B2B Account Manager (Sales) to join our customer success and sales team.

Responsibilities:

- Working with existing customers to expand accounts
- To maximise the value customer's obtain through their use of Locale
- To create Locale brand ambassadors
- To achieve customer references and referrals
- To maximise customer loyalty (+95% customer retention target)

This could be the job for you if.....

- You're a strong networker and experienced at building long term relationships
- You want to sell a SaaS product that solves real business problem
- You have very strong conversational and written skills
- You enjoy taking responsibility and working in small teams with a high level of autonomy
- You're highly organised and very hardworking
- You're good with technology and systems, and meticulous in your work
- You're competitive and driven
- You want to work in a fun and relaxed working environment
- You want to be part of a young, fast growing business

What will you be doing on a daily basis?

- Liaising with customers and prospects (mainly via telephone & email with a client visits in London & the UK)
- Performing web-based product demos
- Leveraging a consultative approach to determine customer expansion opportunities
- Proactively selling into multiple levels of an organization
- Consistently building new pipeline

What we're really looking for.....

- 3+ years of work experience providing customer facing sales presentations
- Someone happy to work in Oxford city centre with regular travel to London and other UK major cities.
- With a happy and positive outlook to work
- An interest in property / real estate

If this sounds like you. Please apply!

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Package:

- Up to £35,000 (Dependant on experience + bonus)
- Stable and professional work environment
- Annual training budget
- Career development planning
- Additional perks include: Beer Fridays, Private Healthcare, regular team socials, decent coffee, breakfast cereals
- Additional perk: Central Oxford location within walking distance of the train station & bus station

Application:

Please send CV and cover letter attached as a word document or PDF to recruitment@locale.co.uk

No canvassers or recruitment agencies please.