

# LOCALE<sup>o</sup>

## **Account Manager / Business Development Manager**

Oxford / Up to £35K + Commission and 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 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 customers 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.....**

- 5+ 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!*

# LOCALE<sup>o</sup>

## Package:

- Up to £35,000 (depending on experience) + Commission
- 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](mailto:recruitment@locale.co.uk)

*No canvassers or recruitment agencies please.*