

LOCALE^o

Account Manager / Business Development Manager

Up to £35K (OTE £75k) and Benefits

Oxford Based

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 to join our sales team.

Responsibilities:

- Work with existing customers to grow their accounts
- Drive new business through new customers and channels
- Build and deliver against an account plan
- Meet agreed revenue targets and KPIs

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

- You are a strong networker and experienced at building long term relationships
- You want to sell a SaaS product that solves real business problems
- You are comfortable selling solutions
- You have very strong conversational and written skills
- You enjoy taking responsibility and working in small teams with a high level of autonomy
- You are highly organised and hardworking
- You are good with technology and systems
- You are 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 and email with client visits in London and other UK regions, where appropriate)
- Performing web-based product demos
- Leveraging a consultative approach to determine customer growth opportunities
- Proactively selling into multiple levels of an organization
- Consistently building new pipeline

What we're really looking for is someone with.....

- 5+ years of sales experience
- A background in the real estate or property market
- Happy with working in a brand new Oxford city centre office, with regular travel to London and other UK major cities.
- A positive outlook to work and the future

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If this sounds like you. Please apply!

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 and bus station

Benefits:

As well as engaging work and exciting long-term opportunities the company has a relaxed working environment, with a casual dress code, monthly staff socials (such as a trip to the circus, punting in Oxford, a round at the pub or movies nights with take away) and free beer Fridays. There are plenty of staples available like free breakfast cereal, soup for lunch, a well-stocked cookie jar and sweetie bowl (or fruit bowl if you'd prefer) and a bean to cup coffee machine (coffee is very important!). The company also offers full time employees a private health scheme. Every year we also have a lavish Christmas dinner!

Application:

Applications will be considered on a rolling basis. Locale is an equal opportunities employer and welcome applications from all suitably qualified persons regardless of race, sex, disabilities, religion/beliefs, sexual orientation or age.

Please send your CV, along with a covering letter, to recruitment@locale.co.uk telling us something interesting about yourself and explaining why you are the perfect fit for Locale.

No canvassers or recruitment agencies please.