

Could this be you?



We're looking for a proven **New Business Sales Executive** to join our winning team – basic salary £25-40k (experience dependent); OTE £80k

Softwerx is an award-winning provider of Microsoft Cloud Security solutions in the UK and is growing fast. We are now looking for a proven business-to-business technology salesperson to join our Enterprise Cyber Product Sales Team. As part of this team, your focus will be on the generation of 'net-new' business by selling a range of high-value and best-in-class Cyber SaaS products. This role will be based from our Cambridge office, but working remotely as per COVID requirements.

Key Responsibilities

- Generation of net-new sales/gross profit to quarterly targets for enterprise clients
- Nurture key/won accounts with a land/expand approach
- Develop vendor relationships toward lead generation

Experience & Key Skills

- Proven/successful net-new enterprise B2B technology sales experience (ideally within Cyber Security sphere)
- Driven in nature, resourceful and creative
- Strong work/reward ethic



Role

- Full-time (37.5 hours per week)
- Office-based/working from home (COVID adherence & flexible working)
- Some travel required (COVID adherence)

Rewards Package

- Competitive base market salary – basic salary £25 to £40k (experience dependent)
- Uncapped sales commission scheme – (OTE £60-£80k)
- 25 days holiday per annum
- Company pension scheme
- Death in service benefit

About Softwerx

Softwerx is the UK's leading Microsoft Cloud Security Practice, with over 20 years' experience. We are a Microsoft Partner and hold numerous Microsoft Gold and Silver Partner competencies. The business workforce is very friendly and the culture is dynamic and rewarding.

To apply, email info@softwerx.com with a copy of your CV and cover letter.

