

Sales Executive – Tunbridge Wells – Full-Time

October 2022

Overview:

About VisionTrack:

VisionTrack is Europe's leading provider of cloud-based video telematics and our focus is to ensure we continue to provide the best full featured video telematics solutions to serve the growing market demand for video enabled telematics systems.

We have won more than 22 awards for innovation in the past three years and are dedicated to improving road safety and reducing insurance claims costs, whilst assisting fleet operators to improve asset tracking / utilisation, fleet optimisation, regulatory compliance, and security.

Our multi award-winning telematics platform has been built using the latest technologies that can locate a vehicle in real-time with live video and analytics. The cloud-based solution has evolved to connect to any third-party system and is the most innovative and leading video telematics platforms available on the market.

Key Responsibilities:

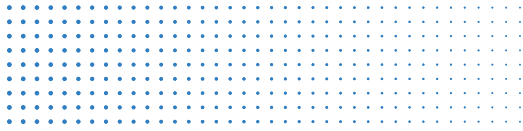
- Create a strategic sales plan to contact target clients working from cleansed target database on HubSpot.
- Research potential clients and their suppliers to understand their needs and develop a tailored sales pitch.
- Make regular contact with target clients through a variety of mediums including telephone calls, emails, virtual meetings/in-person meetings and social media.
- Update CRM HubSpot system with all relevant information.
- Complete RFI and PQQs during tender process.
- Develop corporate presentations to pitch during final tender stages.
- Work collaboratively with Partners on dual sales opportunities.
- Meet and exceeding revenue targets.
- Support new clients through the on-boarding process.

t +44 (0) 1246 225 745

e info@visiontrack.com

w visiontrack.com

s support.visiontrack.com



Qualifications:

- Relevant experience in sales within telematics, SaaS, Transport or Fleet.
- Good communicator with the ability to produce and present cohesive sales presentation to obtain customer sign up to video telematics services.
- Strong, disciplined self-starter able to operate independently with limited supervision.
- Sales and data focused.
- Computer literate, particularly MS Office applications.
- Exceptional interpersonal and negotiation skills.
- Good organisation and time management.

What are we doing to help us build a thriving, inclusive community?

Our ambition is to build a more diverse, equal and inclusive workplace for everyone and we have a mission statement in place to reinforce our commitment. However, that's the easy part!

Our key challenges are...

- How we continue to nurture positive behaviours in our own culture to foster healthy, happy and collaborative colleagues where performance is recognised and differences celebrated.
- How we strive to build our own internal community to better reflect the diverse communities we serve.

To help us achieve this, we have recently established an employee network called **#WeAreMarkerstudy** – a body of proactive colleagues with diverse interests and experiences, who have volunteered themselves to be part of a driving force for positive change.

Change won't happen overnight or without the support of our colleagues, but we are now in a good position to make realistic and manageable plans in order to see them flourish in the future.

To apply, please send your resume and cover letter to erinlong@markerstudy.com.