



BUGFINDERS

Position Title	Senior Sales Consultant
Salary	Generous basic + commission. Package is £140,000 OTE with uncapped commission
Reporting To	Commercial Director
Location	UK, Cheltenham or working from home
Travel	As required to meet team and clients, primarily UK
The Opportunity	<p>BugFinders provides a unique service to any organisation with a business-critical website</p> <p>Targeting the UK market almost unopposed, the BugFinders solution has a short sales cycle and a high conversion rate when talking to the appropriate level contact.</p> <p>As a rapidly growing company, you will join a small team of sales people who are at the top of their game. A focus on results mean that you will get all the support you need.</p> <p>Previous experience in selling in the digital space to those who are responsible for ecommerce conversions and brand engagement will be a definite bonus and ongoing relationships with these people will get you off the ground quickly. Key relationships you will have will be c-suite including CTO, CMO, CIO or level below and you will have previously sold digital services to them. You should be used to achieving individual annual targets of £1m+</p> <p>The role will involve reaching out to obtain new customers, engaging with marketing leads and nurturing relationships to successful sales.</p>
Key Tasks	<p>You will be responsible for:</p> <ul style="list-style-type: none"> • Intelligent prospecting to budget holders • Great discovery questions and building a compelling business case Ability to rapidly close evaluation / POC order • Business case presentation to C Level contacts • Account management and ability to upsell other services • Good knowledge of ecommerce technology and tactics • Performing sales activities on major accounts and negotiates sales price and discounts in consultation with management • Accurately forecasting annual, quarterly and monthly revenue streams • Developing account plans to ensure consistent revenue growth Updating Salesforce CRM.
About BugFinders	<p>BugFinders is rapidly growing a company in an exciting, dynamic industry. Our crowdsourced model is taking the market by storm and already used by over 150 customers.</p> <p>We enable many companies to test their software faster, more thoroughly, and on more web and mobile platforms than ever before. All of this done whilst bringing the customers views to the forefront of the development approach.</p> <p>Our client base stretches from large corporations such as LV, Audi and Superdry and includes banking and finance organisations, ecommerce and manufacturing brands.</p>

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