



BUGFINDERS

Position Title	Field Sales
Salary	£35,000 Base + commission = £64,700 OTE + Pension + Medical Cover
Reporting To	Commercial Director
Location	UK, Cheltenham
The Opportunity	<p>We are looking for an experienced sales professional, with a real expertise for consultative selling to join our team based in Cheltenham.</p> <p>This is a fantastic opportunity to join a rapidly growing business, that offers a truly unique solution across digital platforms for functional and security testing.</p> <p>The Company: In a world where digital plays an increasingly important part in every business, Bugfinders Ltd offer a truly unique solution across digital platforms for functional and security testing. Based out of Cheltenham, they have over 100 customers including Next, Audi, Superdry, LV, Discovery Channel, BBC, HM Courts and Tribunals along with dozens of other household names.</p> <p>The Field Sales Role: This position is one of the first touch-points that our customers and potential prospects will have with the BugFinders brand. This role requires an energetic, organised, and motivated individual to research and understand the marketplace and position how BugFinders can help organisations enhance their digital experience and reduce IT costs. As a Field Sales Consultant you will gain experience interacting with customers of all levels across a variety of industries.</p> <p>You will hunt new business by connecting with prospects based on knowledge of their business needs. You will use discovery questions to uncover pain and the impact of pain. You will shape proposals and presentation that position the business case for BugFinders services with the end goal of selling a subscription contract for BugFinders unique testing solutions.</p>
Key Responsibilities of the Field Sales	<ul style="list-style-type: none">• Achieve monthly, quarterly and annual quota selling subscription agreements• Prospects consistently• Knowledge of our products• Identify what step a buying a customer is in• Keeps customers moving forward throughout the buying process• Makes connections with more than one decision maker• Help customers resolve any fears / concerns• Manage the contract and negotiation process



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Skills & Experience Required

- Demonstrable experience in B2B sales with on target earnings.
- History of crushing quota targets
- Enthusiasm for resolving a customer problem
- Strong work ethic
- Great problem-solving skills
- Strong initiative and tenacious
- Competitive drive
- Results orientated
- Learns quickly / coachable
- Constantly looks for opportunities to learn and improve
- Knowledge of digital marketing and ecommerce market desirable but not essential