

Microsoft Dynamics 365 Sales Executive

Job Summary

ixRM Ltd is an award winning and rapidly growing Dynamics 365 consultancy based in Morley, Leeds looking to appoint a Sales Executive to join the growing team.

Company Description

ixRM Ltd is a Microsoft Partner specialising in the implementation of Microsoft Dynamics 365 for Customer Engagement (CRM). We have a strong focus on helping businesses work smarter and more effectively. We pride ourselves on being a new breed of consultancy with the customer's needs at the heart of everything we do. We believe in team work, hard work, fairness and honesty. We are committed to working with the local community whether that is through our pro bono services for charities or developing local talent through training and hands on experience.

Job Description

We are looking for a confident and self-motivated Sales professional to self-generate leads and carry out face to face sales appointments. The role requires a highly consultative sales approach to fully understand customer needs and how ixRM can deliver a system to meet those needs.

Responsibilities and Duties

- Following up incoming sales leads
- Networking and generating sales leads / appointments
- Attending sales appointments nationally
- Providing pre-sales demonstrations to prospective customers
- Customer account management and identifying up-selling opportunities
- Producing accurate sales activity and pipeline reports for managers and directors
- Producing high quality quotes and proposals

Qualifications and Skills

We are looking for someone personable, confident and keen to learn with a focus on delivering excellent service to clients and prospective clients. Experience of Dynamics 365 or other CRM systems and understanding of SaaS would be an advantage.

Applicants will ideally have a minimum of three years' consultative sales experience and the ability to demonstrate:

- Proven proficiency in the use of Microsoft Office packages (Outlook, Word, Excel, PowerPoint)
- First class literacy and numeracy skills
- Previous experience of using and maintaining CRM databases
- Fastidious attention to detail
- Logical and pragmatic problem-solving skills
- Excellent written and verbal communication skills

- A professional and articulate interpersonal style and telephone manner
- Enjoy working collaboratively as part of a team
- Self-motivated with a commitment to exceeding customer expectations and ability to work on your own initiative

Benefits

Be part of a friendly and supportive team committed to growing an already great business

Work for a business that gives back to the local community

Competitive salary subject to experience

Pension scheme

Simply Health membership

ixRM is open to considering applications from candidates looking for part time or flexible working hours