

We are looking for a proven New Business Software Sales Executive to join our successful team. This is a pure new business role ideally suited to an industrious, customer focused sales professional who knows what it takes to open doors, build relationships and hit targets in a new business role.

Key Requirements

- Independent, new business sales professional - a self-starter who knows how to hit targets from scratch
- Able to generate new business through a range of outbound activities
- Demonstrable track record in IT or software sales, with specific focus on client wins in a new business environment in the UK
- Identify, research and campaign new markets – build and deliver on a range of campaign activities to grow new business revenues and penetrate new sectors

Desired Skills & Experience

Ideally the candidate will have:

- Developed new business for the delivery of IT Software with particular emphasis on Reporting, Project, Resource or Time Management is preferable
- The ability to build strong relationships with business and technical decision makers
- Exceptional presentation and communications skills
- Strong telephone and lead generation experience
- Recognised the value of being a team player

Desired Skills & Experience

In line with this new position, with strong pre sales technical support, you will be required to:

- Identify new opportunities vi a telephone, internet and other channels
- Manage and develop new accounts
- Build a solid realistic pipeline
- Deliver presentations and close new business opportunities
- Achieve Targets
- Dynamic self-starter
- Motivated to hit targets
- Strong Written and Verbal Communication skills
- Team Player
- UK Experience of at least 3 years

For the right candidate, this will be a very rewarding position, and a chance to build a solid career path. The role is based in London or Yorkshire with an OTE of *up to* £80,000 (£40,000 basic) plus company benefits - all depending on experience.

Company Description

Hydra specialises in providing leading software solutions for Portfolio, Programme, Project and Resource Management. We are committed to assisting organisations improve efficiencies and information by utilising our software. We are part of a UK AIM Listed business and have over a decade of experience in our sector. We have a proven track record of success with over 100 blue chip customers and 50,000 users.

We provide software and services around our products. We have an on-shore support desk which is manned by Hydra Experts. We are here to help.

Hydra Management work alongside a diverse range of organisations in many different sectors covering finance, banking, public sector, health, technology, retail, insurance and local government.

Additional Information

Salary Details: £40000 base + £40000 bonus DOE
Position Type: Full time
Experience: Mid-senior level
Function: Sales
Industries: Computer Software
