

Job Description – Sales Executive (Legal Software)

Employer:	DPS Software Ltd (Legal Software Solutions)
Job title:	Sales Executive (legal software)
Department:	Sales
Locations:	Enfield
Contract:	Permanent
Hours of work:	9am to 5:30pm excluding 1 hour for lunch
Reporting to:	Senior Sales Consultant

About us

DPS is a market leader in the provision of case management and accounts software for the legal market serving large and small practices in private and public sectors. We pride ourselves on building our reputation through our technology and after-sales care.

The role

You will be selling our fully managed and hosted solutions practice management software to new clients and developing existing client relationships across the legal profession within the UK.

Would ideally suit an ambitious person that wants to succeed but has not had a huge amount of sales experience.

Would be for a candidate that would have likely had 2-3 years relevant sales experience.

Relevant Sales experience would include pitching face to face to professionals, with the gravitas to be able to advise on serious business investments.

Ideal candidate

The ideal candidates will have already gained some foundation of sales training, and any experience in selling B2B software solutions would be a distinct advantage. Both roles will require:

- A solution focused sell where you will lead with a value proposition sales model
- Establishing client needs and then providing a solution

A consultative sales approach will be key in being successful in these roles.

- You will also be a first point of call on leads for SME's legal teams
- You will be able to build relationships with potential new business
- You will need to present and demonstrate our products to prospective clients
- You will be confident in nurturing the relationship until through to a sale

Main duties

You will initially support our Senior Sales Consultants and rapidly grow into carrying out your own presentations.

You will be targeted and rewarded on:

- generating leads
- making appointments
- presenting and selling our software and services to prospective clients either at exhibitions, on the phone, and at their offices or ours

Other duties include:

1. Contacting clients to investigate and qualify leads.
2. Developing new and existing client relationships via phone, email, visits and cold-calling.
3. Continue to build a strong pipeline to meet and manage future sales targets.
4. Liaise with stakeholders internally and externally to oversee projects through to completion.
5. Prepare proposals for new business.
6. Ensure customer records are updated regularly on the company CRM system
7. To assist with networking at events and seminars
8. Any other duties commensurate to your role

Person Specification:

The ideal candidate will:

- Be interested in IT and emerging technologies
- Be money motivated, reliable and able to work on own initiative and in a team.
- Probably be a graduate
- Have first class communication skills, written and oral.
- Be computer literate & numerate – able to produce letters, e-mails, reports.
- Be positive, self-motivated with a desire to achieve an excellent level of income.
- Energetic, enthusiastic and target motivated
- Have strong persuasion and negotiation skills
- Possess real drive and initiative
- Hold a full clean driver's licence

The salary and benefits

This ranges upwards from £20,000+ per annum as a basic plus uncapped commission - it does vary because we don't know how far up the scale you are in your skillset as a sales person.

If you have strong sales experience and have been hitting high targets, then we will offer according to your current level. Other benefits include funded private medical cover and a pension scheme.

If you feel this is the right role for you, please email your CV to jobs@dpssoftware.co.uk