

Recruitment:

Title	Senior Sales Executive
Department(s)	Sales
Reports to	Group Sales Manager – Rob De Felice
Salary	£60,000 basic; OTE £90,000 on a sales quota circa £250,000

Profile

To sell Gandlake's online services and associated products and Professional Services to Local Government prospects.

Gandlake have built a strong reputation as the leading supplier of online services to Local Government. Our forecast and pipeline currently exceed the sales resource available and we wish to rapidly increase the team. We are looking for an additional senior salesperson with considerable Local Government experience, preferably within Revenues and Benefits, specifically to help us improve penetration in the North. They will have a strong software background, probably working with a complementary technology like CRM.

We are looking for a candidate with a proven and demonstrable sales track record: the ability to develop and nurture leads throughout the often protracted and complex Local Government buying cycle, and strong closing skills.

The candidate should not be restricted by non-compete terms and conditions.

Timeline:

- Initial interviews with COO and CTO: mid-late Feb.
- 2nd interviews with Group Sales Manager: end of Feb.

Gandlake is an equal opportunities employer.

If you fulfil any of the above criteria, we would like to hear from you.
To apply, please email your CV to recruitment@gandlake.com. No agencies please.