



Customer Development Sales Executive

- ★ Do you enjoy the challenge of building new relationships as part of a dynamic team?
- ★ Can you identify the right prospects to focus on, qualify them, help nurture the long-term relationship and convert them to real opportunities?
- ★ Are you enthusiastic about opportunities within healthcare tech?

The Company

Alertive are a well-established, proven supplier of enterprise software solutions specialising in cloud based mobile messaging technology. Our focused, market leading, innovative, real-time data and messaging solutions provide core front-line communication and critical alerting to a wide range of public and private organisations. We have an established market presence in a number of large NHS trusts and are looking to accelerate our growth.

We offer a non-prescriptive environment and if you see yourself thriving in a culture that instills trust, pulls together through challenges and most importantly believes that our products can make a positive change then join us.

The Position

We are looking for a full-time experienced **Customer Development Sales Executive**

The role is a key part of the Sales Team who are responsible for our growth in the UK Healthcare sector. Reporting directly to the Senior Management Team, you will be responsible for building on our exceptional successes by maximising our sales potential, developing sales plans and the execution of those to plans.

You will need to understand the unique selling points of our service, empathise with client issues, and build strong and trusting relationships to win the business. Therefore, you will have a proven track record of selling configurable software within the Healthcare sector or other sectors with similar attributes (government, edtech, charitable sector etc.). New technology is being adopted in the NHS at an unprecedented pace.

As an individual you will have the discipline to work with autonomy in a fast-paced environment. You have accomplished something you're really proud of and possess a track record of meeting or exceeding quota. You will have a high level of integrity and be goal oriented.

Salary & Benefits

£35k - £45k basic + uncapped commission, 28 days holiday, remote working and a range of benefits on our personalised platform including;

Money Management – we care about your future and therefore provide pension and financial support and retail discounts.

Health & Wellbeing – we all know fresh air and talking more often helps us. So, get on your bike with our cycle to work scheme, support your mental health by talking to Togetherall and look after your health with GP access through Doctorline.

Career Development – you're joining us not just for the now but also for your future. Our in-house career coaching will help you carve out that career path and build on your skills. We want you to excel in the right role.

Car Salary Sacrifice - Go greener with EV as one of the options. Happier Planet!

What the job involves

Promoting Alertive products and services by establishing contact and developing relationships with prospects.

- Support the growth of the business by being hungry to hit sales targets.
- Focus on the start of the sales cycle – establishing needs of clients and evaluating their position in the industry through researching and analysis in partnership with our dedicated intelligence analyst.
- Build on strong client facing experience by being involved with closing new business opportunities.
- Identify key contacts for target accounts, and firmly build the foundations for sales engagement.
- Manage, track and report sales activities and results using CRM. Deliver weekly performance and progress reports to help track sales activity.
- Collaborate with other team members and sales to build a pipeline for strategic accounts
- Feedback product improvements by remaining current on industry trends, market activities, and competitors.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications

Requirements

- At least 4 years selling experience.

- Motivation for sales with a passion to succeed against set business targets.
- High client orientation and desire to build relationships
- Prospecting and sales planning skills
- Confident presentation and communication skills
- Negotiation and objection management
- A team contributor, bringing high energy levels, creative thinking and approaches
- Positive 'can do' attitude.
- Genuine interest in the healthcare sector
- Relevant Bachelor's degree, or equivalent combination of education and experience

How We Hire



As part of the application process you will receive an email copy of your Workplace Insights. This is your unique profile which identifies your strengths and potential challenges, heightening your self-awareness and helping you understand how to relate better to others in the workplace. Enjoy the read, we trust you will find it helpful.

Our Location

Alertive is headquartered in Derby, situated on the banks of the River Derwent, famous for setting in motion the industrial revolution and of course it's well supported football team at the iPro Stadium! We operate as a remote team enabling talent from all over the UK to join our mission. Office and company days are on hold at the moment but we are looking forward to gathering when restrictions allow.

Our Values

Sustaining a positive, engaging culture is key for our people. Collectively we are driving forward to make an impact on the future of healthcare delivery. Throughout the journey these are our values that drive us;

Clear Communication is essential to be understood.

Humility is a willingness to listen and learn which leads to respectful relationships.

Diversity of strengths, ideas and backgrounds brings about the best results.
Resilience leads to achieving what is worthwhile.
Innovation Partners means we move forward together.

Check out life at Alertive and our up to date news on our page. [LinkedIn](#).

We believe diverse perspectives, backgrounds and skills make a better company. We're keen to recruit people from a range of backgrounds regardless of age, disability, gender, sexual orientation, parental status, race or religion.

Alertive collects and processes personal data in accordance with applicable data protection laws. If you are a European Job Applicant see the [privacy notice](#) for further details.

[APPLY NOW](#)