



Stay Alert. Clarify priorities. Deliver outstanding care. Join Alertive.

We are looking for a competitive and trustworthy Customer Sales Executive to help us build up our business activities.

The role is a key part of the Sales Team who are responsible for our growth in the UK HealthTech sector. Reporting directly to the Senior Management Team, the Sales Executive's responsibilities include discovering and pursuing new sales prospects, negotiating deals alongside the senior sales team, and maintaining customer satisfaction.

You will have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our product through email and phone. You will need to understand the unique selling points of our service, empathize with client issues, and build strong and trusting relationships to win the business. You will have a proven track record of selling configurable software within the Healthcare/ Tech sector or other sectors with similar attributes (government, edtech, charitable sector, etc).

If you are passionate about HealthTech, have the discipline to work with autonomy in a fast-paced environment,(we are an early stage business), possess a track record of meeting or exceeding quota, have a high level of integrity, and super goal-oriented, we'd like to meet you.

Ultimately, you'll be excited to contribute to our company's rapid and sustainable growth in bringing new technology to the NHS frontline.

Responsibilities

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking, and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations when confident on products and services
- Create reviews and reports with sales and financial data alongside the CEO.
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share it with the internal team
- Proven experience as a Sales Executive or relevant role
- Excellent knowledge of MS Office

- Hands-on experience with CRM software is a plus
- Growing understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- A degree is a preference

Salary & Benefits

£35k - £45k basic + uncapped commission, 26 days holiday (including your birthday) plus bank holidays and hopefully an extra one to celebrate Her Majesty when it's confirmed, remote working options and a range of benefits on our personalized platform including;

- Money Management
- Cycle to work scheme
- Mental health with Togetherall
- Doctorline
- In House Career Coaching
- Car Salary Sacrifice

Location & Working Hours

Alertive works out of Cubo, a creative co-working space situated within Derby's Cathedral Quarter. 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 and this full-time role will require flexible Derby desk time.

About Us

Alertive helps healthcare and emergency response workers to focus their limited time by highlighting critical communications, cases, patient developments and changes in available clinical information. Developed in partnership with our NHS Trust customers, Alertive is the ultimate communication application, helping clinicians deliver better & faster patient outcomes.

Our integrated communication and workflow product provides value to Trusts through our four key pillars; critical alerting, clinical messaging, personas, and integration & automation.

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 the 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.

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

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.

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