



## **Job Description: Sales Executive**

### **About us:**

Crises Control is a leading provider of critical event management solutions, helping organisations prepare for, respond to, and recover from emergencies. Our innovative platform enables clients to effectively communicate, coordinate, and manage critical incidents, ensuring business continuity and minimising disruptions.

### **Role Purpose:**

As a Salesperson at Crises Control, you will play a pivotal role in driving revenue growth and expanding our customer base. You will be responsible for identifying, qualifying, and closing sales opportunities within your assigned territory, focusing on mid-market and enterprise-level clients.

### **Key Responsibilities:**

- **Prospecting and Lead Generation:** Identify, research, and pursue potential customers within your target market.
- **Sales Cycle Management:** Manage the entire sales process from initial contact to closing, including needs analysis (discovery), product demonstrations, proposal development, and contract negotiation.
- **Customer Relationship Building:** Develop strong relationships with prospects and maintain a high level of prospect satisfaction.
- **Sales Reporting:** Track sales activities, forecast revenue, and provide regular sales reports to management.
- **Product Knowledge:** Develop a deep understanding of Crises Control's products and services, including their features, benefits, and competitive advantages.
- **Market Research:** Stay up-to-date on industry trends, competitor activities, and customer needs to inform your sales strategy.

### **Required Qualifications:**

- Proven track record of success in a sales role, preferably in the technology or software industry.
- Strong communication and interpersonal skills, with the ability to build rapport and trust with clients.
- Excellent presentation and negotiation skills.
- Self-motivated and results-oriented.
- Strong organisational and time management skills.
- Bachelor's degree or equivalent experience.

**Preferred Qualifications:**

- Experience selling to mid-market and enterprise-level clients.
- Knowledge of the crisis management or business continuity industry.
- Experience using CRM software.

**Benefits:**

At Crises Control, we offer a competitive salary, comprehensive benefits package, and opportunities for professional growth and development. You will be part of a dynamic and collaborative team that is passionate about making a difference in the world.

If you are a highly motivated and results-driven salesperson who is looking for a challenging and rewarding career, we encourage you to apply.

**To Apply:**

Please submit your resume and cover letter to [HR@Transputec.com](mailto:HR@Transputec.com)