

New Business Executive

Role Overview

Our new business executive role is an exciting opportunity for aspiring sales professionals with plenty of energy, enthusiasm and drive, to develop a career in the IT Security industry.

AppCheck is a leading software vendor that specialises in web application vulnerability scanning. The software provides organisations with a detailed report on what vulnerabilities exist within their applications and external systems and offers remediation advice and how its users remove these threats.

Package

The remuneration package for this position is as follows:

- Salary & Commission Structure: Very competitive with outstanding OTE opportunities.
- Health cash plan or gym membership
- Company pension scheme

The purpose of our new business executive team is to contact potential new customers and promote AppCheck and our services portfolio. The new business executive team is where we find our future star account managers, so we are looking for candidates towards the start of their career, wanting to forge a lucrative position in account management. Our approach is both innovative and proven.

The new business executive role should be viewed as a gateway into a long-term Sales Career and would be expected to last six months. After making your mark in the new business executive team you will graduate and join the business development team as an account manager – a role that holds an extremely competitive OTE in the first year. So we are looking for telesales high-achievers who have the potential to be promoted at least once.

To be considered for this position you must have experience of outbound telephone handling on a B2B level being employed in a telesales or business development role.

The Role;

- 80+ calls per day
- Generating qualified leads
- Booking WebEx's and Proof of Concepts
- Inviting targets to attend AppCheck events
- Experience at building a sales pipeline and communicating with C-level decision makers
- Full training and continued development will provided

The Individual;

- Ambitious – you will want to be developed into an account manager
- Driven – you will be motivated by success
- Hard working – you will have a great work ethic and not be afraid of serious graft
- Energetic – you will need enthusiasm and dynamism to succeed
- Patience – this is about building a career in a niche area of IT
- Charisma – customers need to remember you and you don't have long on the phone to make an impression
- Intelligence – perhaps educated to graduate level, you will possess a curious, agile mind and be able to demonstrate a speed of thought that helps to guide your conversations

If you believe you have what it takes, please send your CV and a covering note briefly explaining why we should interview you via email to info@appcheck-ng.com.