



## Job Description

### New Business Executive

#### New Business Executive – Role Summary

AppCheck Ltd is a leading software vendor that specialises in web application vulnerability scanning and is one of very few vendors that specialises in this field globally. The software is at the forefront of technology and offers organisations a detailed report on what vulnerabilities exist within their systems and offers remediation advice and how its users remove these threats.

Due to continued growth and an opening in the market, AppCheck Ltd is looking for a number of new business executives to join our already successful sales team. If you're a tenacious sales professional with a minimum of two years sales experience generating new business, this is an excellent opportunity to take on a new challenge and enhance your earning potential.

Operating within the exciting and expanding InfoSecurity sector, you'll have the opportunity to pitch our solution to clients with a real need.

You'll benefit from the freedom to make your own decisions and will be able to take full responsibility for your work without a rigid management structure. We only look for hard working individuals who are internally motivated and don't need close supervision.

In return for your hard work and dedication, you'll receive an excellent commission package, some great additional benefits as well as the chance to work with one of the most exciting and innovative companies in the sector.

The purpose of our new business executive team is to contact potential new customers and promote AppCheck Ltd and our services portfolio. The new business executive team is where we find our future star senior consultants, so we are looking for candidates towards the start of their career, wanting to forge a lucrative position as a senior consultant.

#### The Role;

Your main task will be to generate new business, using your relationship building/influencing skills and a "consultative selling approach" to meet and exceed sales targets.

- Ability to generate new business, 80 dials per day
- Have not less than two years business to business new sales experience
- A clear understanding of the sales process from profiling data through to closing and managing buying accounts
- Your fact finding skills will be impeccable and will uncover opportunities
- You'll be able to understand specific client needs and will present the benefits that are important in each client scenario
- You'll be driven to close opportunities and deliver sales revenue with year on growth



### **The Individual;**

- Ambitious – you'll be ready to take responsibility for your own desk and build your sales career
- Driven – you will be motivated by success, financial gain and desire for wanting to be recognised in the industry
- Inquisitive – you will be naturally curious and have an interest in wanting learn new things
- Energetic – you will need enthusiasm and dynamism to succeed
- Patience – you will be a meticulous sales pipeline builder
- Charisma – you will be relationship builder who makes an instant 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
- Persistence - you'll need to have experienced high call volume in the past and have shown an aptitude to succeed in this environment

### **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
- Employee Incentive Scheme

**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](mailto:info@appcheck-ng.com).**