

Job

Sales and Marketing

Description

This is a great opportunity for anyone looking for a mid-level sales and marketing position. You'll be joining a small but growing team in an environment where you'll be able to see the impact of your contributions on a daily basis.

Your main tasks will be sales and marketing. This can mean everything from dealing one-to-one with clients and potential leads through to shaping our marketing campaigns. Each day brings new challenges and this role is highly diverse.

If you think of yourself as a confident, personable and dedicated individual this could well be the role for you.

Skills

- Generate leads and manage the sales process from identification to closing the sale
- Achieve financial objectives
- Understand all elements of the sales cycle
- Uncover, identify and close business over the phone and face-to-face
- Build a good profile in the business community and online
- Over time, build a team and manage them
- Maintain an adequate funnel of opportunities and accurately forecast results
- Be an efficient Client Account Manager

Core Skills

- Must be able to understand the product set
- Must be able to identify a lead and sell
- Must be able to work independently and proactively
- Must have strong written and verbal communication ability
- Must be a relationship builder, networker and team player
- Must be able to handle high workloads and prioritise tasks
- Must have ability to use Google Docs
- Must have an interest in digital technology and ideally, in property
- Must have proven experience in winning new business sales.

Role

- Create Social Media / Marketing Strategies
- Find and identify new sales channels / leads
- Manage prospect client from lead to sale
- Manage sale channels
- Manage client accounts

Offering

- Base salary: £16,000 - £18,000
- Commission: 20% of monthly subscription of each sale for 12 months
- 20 days Annual holiday (excluding public holidays)
- 4 Duvet days included in annual holiday

About Estate Apps

We are a small specialised digital agency for the property industry, offering a full suite of services from design, development and social marketing. We look to keep pushing current expectations in our little corner of the digital world and transform an outdated industry.

We have strong morals of openness and trust and our strength lies in our work. All of our work is designed individually for every customer, we don't believe in painting the web with the same brush.

No agencies please.

Contact - hr@estateapps.co.uk