



Sales Executive – Job Description

Xactium is looking for a passionate and talented business driven professional to join our rapidly growing business. We are seeking a unique individual who will bring high energy to our company matched with a provable track record of over achievement, and has the ability to contribute dynamic initiatives and can deliver on those initiatives.

About Us: Xactium deliver highly popular enterprise applications using the latest cloud computing technologies built on the [Force.com](#) platform. The [Force.com](#) platform from salesforce.com is the world's most successful cloud application development platform, with over 3.5 million users and over 100,000 customers.

Xactium has achieved significant success in delivering our suite of innovative [Force.com](#) enterprise applications for Governance, Risk and Compliance to some of the UK's leading FTSE 100 companies, including RSA Group, JLT Group and major global Banks. We are now building on this success by recruiting a high-performing sales executive. This is an ideal time to join our expanding company and become a key part of our continued success. Rewards will be commensurate to your contribution to this success and your potential to progress is limited only by your own capacity to deliver against the targets you will be set.

Responsibilities include:

To find and develop new accounts from amongst our target companies and ensure they join our growing list of highly satisfied customers. .

To manage complex sales-cycles, from inception to completion.

To effectively communicate across all levels, including to C-level executives, the full value of our application suite.

Job Specification – Sales Executive

Key accountabilities & metrics:

- Meet and exceed agreed sales targets
- Assist in developing and executing sales targets within target accounts
- Capture new clients for Xactium solutions through our customer-led approach
- Develop new sources of business through new channels and customers
- Develop our approach and tools required for selling our products

Skills and experience:

- A minimum of 5 to 7 years previous sales experience, supported by proof of meeting or exceeding targets and positive customer references
- Experience of selling to large enterprises, primarily in the Financial Services and or regulated industries sector, accustomed to working at C-level
- Prior experience of working in a start-up technology company would be advantageous

- A commercially aware self starter who is able to work with minimum management to achieve targets
- Technically able to present our solutions both on site and on line and deliver quality sales demonstrations focusing on key business drivers and functional requirements.
- Skilled and experienced in Contract negotiation and completion
- A background in Financial Services would be advantageous, within the Risk industry would be ideal
- Knowledge of the Force.com platform and cloud computing would be beneficial
- Qualified to Graduate level in a relevant degree

Behaviours and personal characteristics:

- Have exceptional interpersonal skills, being able to communicate well at all levels and particularly be able to present complex ideas effectively and enthusiastically
- Be highly organised with personal and professional integrity and discipline
- Be personally driven, committed and focused
- Be highly effective both working independently and as part of our team
- Possess initiative, flexibility and instinctive commercial acumen
- Can make effective and proactive contributions to our senior management sales team
- Has a positive attitude to find solutions, not problems
- Be willing to go the extra mile both practically (travel as needed) and figuratively

Benefits

OTE of around £100k (higher depending on experience) basic salary plus commission, Company stakeholder pension contribution, 25 days holiday plus 8 days bank holiday and an annual bonus from the company's profit share scheme.

Top 10 Reasons to Work at Xactium

1. Be a part of a dynamic team in an agile, friendly, privately-owned company.
2. Have the challenge of ambitious yet achievable targets.
3. Benefit from your own achievements with performance-based earnings
4. Enjoy a fast-paced job with immense job satisfaction.
5. Support to fulfil your potential and continue to develop your valuable skill set with a structured career planning.
6. Share an annual bonus from company's discretionary profit share scheme.
7. Join the cloud computing revolution in an innovative technology company with huge growth potential and the ability to disrupt the marketplace.
8. Be part of a company that delivers high quality products to satisfied customers, enabling them to improve their business efficiency and gain competitive advantage.



9. Work for a company who actively strives to be socially responsible.
10. Make a difference by having opportunity to use your innovation to shape our company & share in its success.

How to Apply

To apply for this position, please send your CV and covering letter to: jobs@xactium.com.

For further details, please contact Sheila Gupta, HR Manager on sheila.gupta@xactium.com

Strictly no recruitment agencies or consultants thank you.