

Sales Executive

Who We Are?

OneLook Systems is an enterprise SaaS company that provides safety and risk management solutions internationally.

Over the past three years OneLook Systems have seen huge growth and increased their product range to include a full suite of EHS solutions.

OneLook Systems provides solutions to the most recognisable companies in the world including; Abbott, GSK, Google, Seagate, Johnson & Johnson; Heineken, Diageo and many more.

Why join OneLook Systems?

You will be an important part of the company and our success has been achieved by involving every team member in the development of the company. We encourage our team members to work with other departments, learn new skills and provide new ways of finding solutions.

If you want to be part of a company that values your opinion, a company that will not just invite you to come along on the journey as we grow but instead encourages you to become an integral part of that journey, then OneLook Systems is the company for you.

Who are we Looking For?

Motivated people who have the belief and proof that they are exceptional at solution selling. You want to be more than a number in a call centre and you are ready to build a career that involves selling software solutions to the world's largest companies . If you are ready to work hard, are a great team player and prove yourself as a customer focused sales champion we want you on our team.

Duties and Responsibilities:

- Manage and evaluate network of contacts
- Develop contacts and identify key decision makers
- Promote all of the company's solutions
- Sell on a consultative basis
- Complete and maintain sales planning
- Provide product demonstrations and presentations to internal and external audiences

Key Attributes and Qualifications:

- Strong experience in a B2B inside sales role
- Strong health and safety experience (an advantage but not vital)
- Proven Track record of consistently meeting or beating sales targets
- Experience of software sales would be beneficial
- Previous experience selling to engineering, EHS or facilities executives would be beneficial

Education and Typical Years of Experience:

- Minimum 2 years sales experience
- Basic computer skills – Outlook, Word, Excel and Powerpoint
- Full clean driving licence

Benefits:

- Salary + Commission
- Flexible working times



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Most importantly the person we are looking for must enjoy working in a pet friendly, fast paced fun office environment.