

## JUNIOR SOFTWARE SALES ENGINEER - New Business Development

We're passionate about our company and will look for the same in this role.

Future Facilities is looking for a Junior Sales Engineer to join our technical sales team working out of our headquarters in London. You will be responsible for building a pipeline of qualified leads and sales opportunities to help build the business in the UK and EMEA regions. This role offers an opportunity for future expansion into International markets, greater responsibility and career progression within an industry leading technology company.

### THE ROLE

- Generating interest and following up leads to create new business opportunities
- Identify, initiate and build on relationships with prospects both over the phone and via e-mail
- Provide live software demonstrations to prospects both face-to-face and via web conferencing
- Help to manage and support trial software customers
- Attend client meetings and promote the business at conferences/exhibitions
- Help maintain data in the CRM system Salesforce.com
- Provide regular reports and forecasts

### DESIRED SKILLS AND EXPERIENCE

- Previous experience in a sales role, ideally B2B sales
- Able to take complicated technical subjects and explain them clearly and simply
- Self-motivated with a desire to excel, able to work unsupervised
- Excellent written and verbal communication skills
- Charismatic and personable
- Must be comfortable with cold calling
- Demonstrate strong IT skills

### WHAT WILL MAKE YOU COMPETITIVE?

- Background in engineering, mathematics, physics or similar.
- Show good problem solving and lateral thinking abilities
- Experience with Salesforce.com or other CRM systems
- Experience with CAD, simulation, 3D modelling, or CFD Software packages

**Application Process**

Please send your CV and covering letter to [recruitment@futurefacilities.com](mailto:recruitment@futurefacilities.com) , please include your salary expectations.

Due to expected high demand for this role, we are only able to respond to candidates who are successful in reaching the next stage. First interviews are planned for the week commencing 16<sup>th</sup> January 2017 we will be contacting all successful candidates prior to this.

Future Facilities has a responsibility to ensure that all staff are eligible to live and work in the UK. Candidates invited to interview will be requested to provide proof of their eligibility to work in the UK. We are also an equal opportunities employer.

**Agencies**

No agencies, please.

We delete all unsolicited correspondence from agencies. We will not be held liable for any fees or costs associated with hiring candidates who have applied to us directly but have also been sent via an agency. Agencies that call or send CVs will be blacklisted in the future.