
Kefron – AnnualLeave.com Business Development Executive

Position Reports to: Head of Commercial, Kefron Limited.

About Kefron

Kefron is a family owned document and information management company.

Kefron is a people business and we are experts in what we do. People like doing business with people who work closely with them to understand their needs. That's why we recognise that our core strength is our people and because of this, our people pride themselves in getting things right.

Our Vision: Our brands in every building

Our Mission: To get closer to our customers. See the need, deliver the solution

Our Values:

- Passion & Pride
- Security & Trust
- Initiative & Ownership

Job Purpose:

As a member of the Commercial Team, you will have full responsibility for new business development and achievement of sales for AnnualLeave.com Software as a service.

Hours: 3 hours per day

Key Responsibilities (Key Responsibilities include, but may not be limited to)

- Achieve sales targets for Annual Leave new business on a monthly basis
- Selling Annual Leave software solution to target prospects
- Providing online demonstrations of the software
- Supporting free trials for prospects by liaising to ensure trial success
- Liaising with customers providing account management assistance where required
- Promoting Annual Leave online in social media and liaising with Kefron Marketing

Personal Specification

Principal Qualifications Required:

- Relevant third level 3rd level degree (or a business equivalent) is preferred for this role



Training Required (Formal & Informal):

- Training on Annual Leave system and features and functionality will be provided
- Sales training for Annual Leave will be provided.

Work Experience Necessary:

- 1 to 2 year online sales experience of a SaaS product preferred
- Experience of working in Business-to-Business or Business-to-Consumer organisation with knowledge of Microsoft Office 365 suite of applications (Word, Excel, powerpoint etc.)

Personal characteristics:

- A professional and very dynamic person that can adapt to the ever-changing environment of Kefron.
- Must be high energy and self-motivated and deliver on agreed commitments in a professional and timely manner.
- Ability to work on their own online remotely is a pre-requisite.
- Excellent communications and relationship management skills
- Must be a team player, yet highly self-driven and ambitious
- Strong organisational skills in order to deliver on customers' expectations.
- To have the ability to set realistic individual objectives to drive departmental goals.
- Must have a financial understanding and have the ability to maximise margins.
- High level of proficiency with computer systems such as Microsoft Word, Excel, Outlook and PowerPoint.

Kefron is proud to be an equal opportunity workplace. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity. If you have a disability or special need that requires accommodation, please let us know.