

Join the industry leader in providing corporate business communication and process management solutions to large organizations.

ISIS Papyrus is a market-leading international software house with sales, development and support offices in North America, Europe and Asia-Pacific. We offer a versatile product offering implementing the Papyrus Platform as a total integrated solution for inbound and outbound business documents in large enterprise and public sector organizations. As part of our worldwide staff of almost 300, we are looking for an experienced professional to join our local team in Kingsclere/UK.

Based on our continued growth after 25 years in business, we are offering the following job position to support growth in our UK operation in Kingsclere. The Software Sales Lead Generation Specialist position offers diverse responsibilities and ISIS Papyrus is looking for motivated and dependable individuals to play important roles in Customer Service. In order to be considered, each applicant needs to provide a cover letter detailing why she/he would like to work for our company, detailing how her/his skills match our specific needs.

Software Sales Lead Generation Specialist

Job Requirements:

An experienced Lead Generation Specialist with a solid track record for prospecting, qualifying and generating new software sales leads to support the Regional Business Development Managers. An individual highly motivated, self-starter able to identify and develop new business prospects from multiple sources including inbound marketing leads, prospects lists, discovery and individual resource. A dynamic personality with a drive to reach decision makers is essential! You will report to the Vice President of Sales.

The role:

- Develop new business via telephone and mass communication such as email and social media to introduce the ISIS Papyrus Solution and identify appropriate buyers within the target market.
- Follow up on leads and conduct research to identify potential prospects.
- Conduct a needs analysis and determine prospects pain points to determine how the ISIS Papyrus Solution will speak to those needs.
- Identify key buying influencers within these prospects to determine budget and timeline.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel.
- Work with the Regional Business Development Managers and VP of Sales to develop and grow the sales pipeline to consistently meet quarterly revenue goals.
- Manage data for new and prospective clients in Papyrus, ensuring all communications are logged, information is accurate and documents are attached.
- Prepare and analyze sales pipeline reports and dashboards

Required experience and knowledge:

- Bachelor's Degree in Business, Communications or related field
- 1-3 years telemarketing and/or inside software sales experience.
- Demonstrated ability to meet and/or exceed determined sales and activity quotas.
- A proven track record of strong client relationships.
- Excellent client service skills.
- Excellent written and verbal communication skills

Apply now

To the e-mail address below attaching
your CV in Word
recruitment@isis-papyrus.com

ISIS Papyrus Europe AG
Alter Wienerweg 12
2344 Maria Enzersdorf
www.isis-papyrus.com

Technical Experience:

- Proficient in MS Office products (Excel, Word, MS Outlook, MS PowerPoint)
- Experience with CRM Software

We will provide:

- Competitive basic plus commission plus bonuses
- Full training
- Excellent working conditions

Candidates who would like to be a part of our team, take pride in their work and enjoy learning please send their application to our personnel department.

We would like to thank everyone who submits his or her resume for this position and will carefully evaluate every single one we receive. Due to the volume of resumes that flow in, we will only contact those candidates that we selected for interviews, thank you for your understanding.

ISIS Papyrus is an equal opportunity employer and promotes a smoke free & drug free workplace.

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