Territory Manager

Location: Egham, Surrey, UK
Company: Webtrends Optimize

Want to take your career to the next level? Come and join an award-winning UK technology company.
Webtrends Optimize is a leading vendor in the digital Experimentation and Personalisation space, providing #1 rated service to companies like Odeon Cinemas Group, Prettylittlething and Thomas Cook as we look to improve their onsite and in-app experiences.

Having grown over 40% year on year, life at Webtrends Optimize is full of opportunities. We support self-service customers as well as providing an all-encompassing fully-managed service, as well as customers in-between, and work alongside some of the most exciting digital agencies. We can offer you the chance to create, learn and innovate; and also offer a flexible benefits package with a range of options to match your lifestyle.

Position Description
The role of New Business Territory Manager is to lead the sales efforts for the Webtrends Optimize solution within assigned global sales territories. In this role you will be responsible for generating and building a qualified sales pipeline, identifying the best solution, presenting product demonstrations and converting prospects into clients.

Primary Responsibilities
- Create and manage your own pipeline of prospects from lead generation to paying customer
- Create a database of prospects and target customers with complete contact information
- Supported by in-house training, you will become an expert in our products, services and tools
- Conduct product demonstrations encompassing both technical and non-technical aspects
- Identify new business opportunities including channel and other partnerships
- Engage with decision makers in medium/enterprise sized businesses and marketing agencies
- Conduct systematic market research to generate high quality leads and identify key players
- Maintain accurate/complete customer records and activity/pipeline reports within the CRM
- Achieve and report on key KPIs agreed with the Sales & Performance Director
- Consistently forecast monthly and quarterly performance within a 10% margin of error

Interaction
This position is both externally and internally facing. The successful candidate must be able to build and maintain strong and professional working relationships internally with members of the Account Management, Marketing and Sales Operations, and externally with customers, prospects and partners.

Required Skills
- Demonstrated ability to convert prospects and close deals by phone and in person while maintaining established sales quotas
- Experience in generating new leads and opportunities self-sufficiently
- 3+ years' experience in a SaaS sales capacity
- Proven track record of success in B2B sales

- Technology savvy and proficient in the use of a range of communication, presentation and other business tools
- Excellent interpersonal skills and ability to communicate (orally and written) effectively
- Excellent research, planning, organisation and time management skills
- A self-starter with the ability to work independently and to understand/match customer needs to company products/services
- Strong work ethic with a proven ability to handle, adapt, and overcome change

Preferred Skills
- Classically trained in a proven sales methodology (ie. Miller Heiman Strategic Selling or similar)
- Experience in a sales capacity within the Digital Marketing, Experimentation, Testing and Personalisation sector
- Extensive knowledge of Digital Marketing techniques and methodologies

Working Conditions
- The position is located at our UK Headquarters in Egham, Surrey, UK
- Flexible home working policy
- Travel is minimal
- The job involves extensive time working at a computer
- Candidate must pass background check

We Offer
- Contributory Pension
- Private Medical Insurance
- Private Dental
- 25-day annual leave plus 2 paid charity volunteering days
- Hybrid working
- Critical illness and life assurance cover

Position Type
- Permanent, Full-time