

# JUNIOR SALES EXECUTIVE

DEPARTMENT: SALES

LOCATION: UNITED KINGDOM

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## JOB DESCRIPTION

### ABOUT HUBHEAD

HubHead Corp. ([www.hubhead.com](http://www.hubhead.com)), is a software and services company headquartered in Toronto, Canada, focused on helping the world's leading asset-intensive businesses achieve excellence in operations and maintenance by getting their asset and maintenance master data right, and keeping it right. HubHead is looking for a motivated and driven Junior Sales Executive to work closely with a Presales Consultant to sell its leading NRX software solutions and services to effectively address customers' maintenance and reliability challenges. HubHead's customers comprise some of the world's leading companies, including Royal Dutch Shell, BSNF Rail, and American Electric Power.

### ROLES AND RESPONSIBILITIES

We require an energetic, top performer with a talent for finding and developing new business, and selling enterprise software solutions to organizations within asset-intensive industries. The Sales Executive will be based in the UK and be responsible for developing and growing strategic relationships within asset-intensive industries on a named account basis in the region. In this role, you will collaborate effectively with other teams, including Presales, Inside Sales, Marketing, and Alliance Partners focused on asset-intensive industries. This is the perfect role for someone enthusiastic and willing to learn who is embarking on career in technology sales.

As an integral member of the HubHead team, you will:

- Leverage your relationships, experience, and good judgment to proactively find and develop sales opportunities in your named accounts to drive revenue growth.
- Develop detailed strategic sales plans for each of your named accounts.
- Collaborate with Presales, Inside Sales, Sales Management, and Marketing on the successful execution of strategic sales plans. You will identify and pair HubHead Sales Management with key stakeholders in each of your named accounts.
- Participate in the development and presentation of compelling sales proposals. You will sell the HubHead value proposition at all levels in your named accounts on both the technical and business sides of the organization. You will quarterback the sale through the customer's purchase process, handling discovery calls, demos, POCs, procurement, and contractual negotiations to fast track the close of each sale.
- Execute effective sales processes at multiple named accounts in parallel to maximize revenue from your account base.

## REQUIRED QUALIFICATIONS

- Experience selling software or technology solutions to large companies for at least a few years
- Highly self-motivated and results oriented, target driven, possessing passion and a commitment to exceeding sales targets
- Trained in enterprise selling techniques such as Strategic Selling, Challenger Selling, and Insight Selling, with a good understanding of the process of enterprise selling
- Outgoing personality who enjoys travel and interacting with a variety of personality types
- Passionate about technology and helping customers
- Strong listening, communication, discovery, and presentation skills with the ability to interact with people at all levels
- Ability to multi-task and prioritize work in a dynamic, fast-paced, and energetic environment
- Ability to perform at a high level, both independently, and in a collaborative team environment
- Ability to operate in an entrepreneurial environment
- Bachelor or advanced Degree is required
- Ability to travel minimum 30% of the time (After Covid!)
- Valid Passport to enable travel throughout the UK and beyond

## PREFERRED SKILLS:

- Business understanding of the maintenance and reliability of assets in asset intensive industries
- Experience with Enterprise Asset Management software such as IBM Maximo, SAP Plant Maintenance, Oracle EAM, Ventyx etc ..., reliability software, and spare parts optimization software
- Business understanding of asset-intensive industries such as Power Generation, Oil and Gas, Chemicals, Rail, and Manufacturing

## SUBMIT YOUR APPLICATION TO:

[HR@HUBHEAD.COM](mailto:HR@HUBHEAD.COM)