

ACCOUNT DEVELOPMENT COORDINATOR

JOB # LUK09003

Location: London, United Kingdom

Overview:

The primary role of this position is to provide expertise as an inside sales professional for Microsoft® Excel-based business automation tools. This position is critical to growing the company's customer base as the Account Development Coordinator generates new leads and schedules product demonstrations. This role works closely with the Inside Sales Manager and the Director(s) of Sales to effectively penetrate an assigned territory by qualifying and developing new leads, scheduling demonstrations (WebEx and in person) for the Director(s) of Sales and implementing marketing strategies. This is an exciting growth role in which both tenacity and enthusiasm are valued.

Requirements and Experience:

- Advanced professional telephone and verbal skills to include a minimum of 12 months experience in cold-calling in a professional environment
- Proven track record of success within a lead generation role
- Fearless, aggressive and confident approach to cold calling with a passion for hunting down new business
- Enthusiastic and self-motivated attitude
- Ability to thrive in a goal-oriented, team environment
- Strong organizational skills to include experience with Microsoft® Word, Excel, the Internet and a contact management system
- Knowledge of accounting and accounting applications and/or sales within a software arena a plus

APPLY NOW: To apply for this position, please send resume and pertinent correspondence to recruit@qlbsoft.com.

