



Internal Sales

Job Type:	Permanent Full Time
Department:	G&A
Time Zone:	GMT0
Location:	Maidenhead, UK
Reporting To:	Director, Sales Northern Europe
Start Date:	March 2010

About Alfresco

Alfresco is the leading open source alternative for enterprise content management. It couples the innovation of open source with the stability of a true enterprise-class platform. The open source model allows Alfresco to use best-of-breed open source technologies and contributions from the open source community to get higher quality software produced more quickly at much lower cost.

Job Description

Responsibilities:

The role has 3 aspects:

- To support the Northern European Sales Team by identifying, qualifying, nurturing and delivering opportunities through telephone and email based prospecting.
- Close business where the opportunity is within defined parameters.
- Assist in the management of a small number of certified partners.

Typical target account contacts include: Enterprise Architects, Business Analysts, Project Managers, Heads of ECM, Heads of MIS, IT Managers, Directors of IT, and Business Unit Managers.

Pipeline development is driven by a variety of marketing programs including seminars, industry tradeshows, analyst events, user groups and on-line campaigns. This position works closely with sales and marketing to manage post-campaign lead follow-up and conversion as well as conducting target account profiling based on Account Executive requirements.



Experience

- Previous experience of consultative telephone based solution selling (e.g. Content Management, Document Management, Records Management, Collaboration, Enterprise Content Management or similar solutions) to business and IT Managers.
- Experience of working in a fast-paced entrepreneurial environment
- Understands sales cycles and can work to a defined sales process
- Adaptable to new challenges
- Ideally has experience of working for an Internet related company

Qualifications and Skills Required

- At least 2 years proven inside sales experience
- Must be fluent in English, both in written and verbal communication skills.
- Proven and consistent sales performer.
- Ability to manage multiple activities and sales opportunities.
- Excellent verbal and written communication skills.
- Willingness to work 90% of the time by telephone / email.
- Highly motivated, results driven, ambitious team player.
- Goal oriented, highly confident, self-motivated
- Adaptable to new challenges
- Understanding of IT related technologies (knowledge of Open Source would be advantageous)

Additional Information

Personal Attributes

- Good communication skills and ability to work with different personalities and temperaments
- Self-starter who desires to show ownership and commitment to the job
- Strong team player
- "Can-Do" approach to a wide and rapidly changing workload
- Willingness and ability to accommodate different time zones
- Enjoy working in an informal environment with a "start-up" culture
- Willingness to work from time to time over extended hours in order to achieve goals set by immediate manager or demanded by key customers
- Positive attitude towards both being mentored and providing mentoring to others.

Alfresco offer:

- Competitive compensation package
- Highly challenging and rewarding environment
- Ability to impact the business
- As an equal opportunity employer, we hire without consideration to race, religion, creed, color, national origin, age, gender, sexual orientation, marital status, veteran status or disability.



Freedom to act

This role will report to the Director, Sales Northern Europe, although it is expected the successful candidate will work largely independently and need minimal supervision.

Travel

Some travel may be required for this role

Location

M Maidenhead, UK

Contact

www.careers@alfresco.com