



Maybe you?

UK-Team 

Inside Sales Executive (f/m/d)

Responsible for sales of Cryptshare to business and government users in the UK **you will support the business development manager(s)** by using telephone and social media to fulfill sales by direct touch and via new and established selling partners.

Building on an existing pipeline you will guide selling partners through identified sales stages to re-enforce commitment to the product and ensure success at each prospect. Together with an experienced team you will support a market development plan and be responsible for successful execution by the achievement of agreed billing targets against which your commission will be paid.

You will be trained and supported in sales skills, marketing, support and our technology and will report directly to a local Business Development Manager who is located in the UK and with whom you will share a sales target. Ideally you are based in the South East of England (Thames Valley) with good access to London.

Desired skills and experience

- You must be smart and energetic
- A self-starter with some technology sales experience, we don't care how many years, but do you understand it?
- Be able to learn fast and gain an understanding of the technology in this market (e-mail, encryption, MFT, IT security), we will help you.
- Can demonstrate vertical market experience in UK Public Sector, healthcare or Finance and Insurance, or win that fast.
- You thrive on and are effective working by telephone, and are comfortable working to dial out targets. You pay attention to detail.
- You are able to work on your own initiative, remaining focused and engaged and know when to ask for help.

Salary and benefits according to experience.

Where to find us:

Befine Solutions AG
Werthmannstr. 15
79098 Freiburg im Breisgau
Germany

How to contact us:

Tel: +49 (0)761 / 389130
Mail: jobs@cryptshare.com
Web: www.cryptshare.com

The company

Cryptshare solves the problem of securing email and files of any size in an ad hoc and easy way. Cryptshare is used by businesses of all kinds and large organisations, we currently enjoy around 2.5million subscribers in 29 countries and have many reference customers across vertical markets.

Cryptshare is growing rapidly and is privately owned with the founders and lead investors managing daily operations, coaching and guiding a young and dynamic team. Pending patents and new features are helping accelerate sales.



I am Mark and I work in the British market. If you have any questions please contact me:

mark.forrest@cryptshare.com

or

[+ 44 \(0\) 1531 6709 13](tel:+44201531670913)

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