

Junior Sales Executive



As a leading provider of software and solutions to broadcasters worldwide, Pebble Beach Systems delivers the technology which controls the playout of over 1000 TV channels in more than 50 countries. We are based in Weybridge, Surrey.

Since the company was founded in 2000, we have established a strong reputation for technical innovation and exceptional customer service in the mission-critical space of broadcast playout. Customers include Fox News and Business channels USA, ZDF Germany, Globosat Brazil, OSN Dubai, TV4 Sweden, TV2 Denmark, ART Jordan and Phoenix TV Hong Kong.

We are looking for a Junior Sales Executive to act as the first point of contact with existing customers, answer their queries and increase client satisfaction. You will contribute to building profitable, long-term relationships with our customers to reach our business objectives.

Task functions:

- Help in building a sales pipeline to ensure a constant stream of sales.
- Following up with past customers and exploring product cycle or potential upgrades.
- Providing assistance to other members of the sales team.
- Following up on leads.
- Updating the CRM and inputting information on customers.
- Creating and sending out quotations.

Candidate Profile:

- Proven work experience in a sales role
- Experience with CRM software (e.g. Salesforce)
- Understanding of sales principles and ability to deliver excellent customer experience
- Strong (verbal and written) communication skills with an ability to build relationships
- Effective presentation and negotiation skills
- High degree of professionalism
- Good time-management skills with a problem-solving attitude

Essential criteria

- The applicant must hold a valid passport with the unrestricted right to live and work in the UK and travel internationally



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To apply please email your details and CV to jobs@pebble.tv