



Adventures in ecommerce

Job Description

Role: Sales Consultant

Reports to: Head of Marketing

Location: Remote, UK hours, with access to our Cheltenham office

The company

Volo Commerce provides an ecommerce platform, a reporting platform and services for online sellers to grow sales on marketplaces like Amazon, eBay and OnBuy, and on web stores including Magento, Shopify and Volo. This combination of comprehensive technology and dedicated professional expertise enables our customers to scale up their business for long term success.

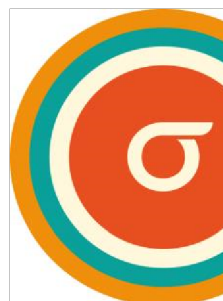
The role

The Sales Consultant is a commercially focused individual responsible for delivering on growth targets for the business. The sales consultant develops and closes opportunities brought in by the company's business development efforts and generates opportunities of their own. The role carries an important connection between Volo and senior decision-makers, guiding our potential customers through the buying process.

The sales consultant works closely with Marketing and the rest of the management team to execute on the company's business plans. This is a quota-bearing role with a very real opportunity for fast progression within the business.

The responsibilities

- Work with the Head of Marketing to execute programs to build qualified pipeline with a target set of prospect companies
- Meet or exceed agreed targets for activities and results
- Respond quickly to inbound enquiries by phone, web, email or social media
- Build outbound relationships with sellers looking to take their business to the next level
- Articulate and reinforce the value of Volo technologies and services
- Use a structured process for qualifying requirements and assessing the potential fit for the Volo offering
- Provide to the Volo sales team a steady flow of professional qualified sales opportunities
- Communicate prospect feedback to the business to inform and improve how Volo goes to market
- Follow the defined Volo CRM sales, reporting and forecasting best practices and processes



The skills and experience

Essential:

- At least two years' B2B experience as a sales person responsible for closing their own deals with a track record of meeting or exceeding quota
- Excellent communication and presentation skills - both written and verbal
- A solid understanding of the business-to-business consultative sales process
- Well used to the routine of sales planning, managing multiple opportunities and presenting sales forecasts
- Well-developed social media networking behaviours for successful selling
- A selling and empathetic mentality with senior decision-makers
- Ability to be always learning
- Experience of working with office productivity tools and CRM systems

Desirable:

- Understanding of ecommerce and marketplaces like Amazon, eBay and OnBuy, and web store platforms like Magento and Shopify
- Experience of selling, demonstrating and closing software and services deals
- Experience of selling through partners as well as direct

The culture

- Team-oriented: You embrace the ideas of others in the best interests of our customers and Volo
- Driven: You're a driven team player, collaborator, and relationship builder whose can-do attitude inspires others
- Entrepreneurial: You thrive in a fast-paced, changing environment and are excited by the chance to play a larger role
- Passionate: You're passionate about ecommerce and ensuring our customers are successful
- Self-motivated: You can work with a minimum of supervision and plan ahead to prioritise multiple tasks
- Integrity: You're able to establish and maintain genuine trust with your customer contacts and Volo colleagues. You deliver against your commitments
- Attention to detail: You don't let important details, events or deliverables slip through the cracks
- Efficiency: You're able to work smart and enable others to work smarter
- Persistence: You have the tenacity to go above and beyond to get the job done
- Composure: You have the ability to stay calm and maintain your performance levels when under pressure of time and priorities

