

Inside Sales Specialist

Contract	Permanent
Hours of Work	40 hours per week, Monday to Friday, 8.30am to 5.00pm including one hour for lunch unpaid
Salary:	Competitive
Location:	Catalyst – Unit 2, Concourse 2, 15 Queens Rd, Belfast BT3 9DT

The Organisation

Lightyear is the fastest growing fintech in Northern Ireland, streamlining accounts payable solutions on its innovative cloud-based product since 2018. Working across all major regions and various industries worldwide, it's our People who drive our success. Based from both Belfast and Sydney, we are a recognised Best Place to Work employer and are seeking to pursue explosive growth globally.

Team and Role Description

- Researching organisations and individuals online (especially on social media) to identify new leads and the correct Decision Makers.
- Follow up on Leads from Marketing Campaigns, Social Media Engagements and Events.
- Contacting potential clients via email, phone, video conferencing or in person to establish rapport and set up meetings.
- Pipeline management and forecasting - apply smart prioritisation processes and ensure that each stage of the sales pipeline has enough opportunities to meet/exceed targets.
- Clearly identifying and articulating the needs of the customer, guiding them through how Lightyear would best fit their organisation.
- Managing all sales cycles ensuring with particular attention that everything is captured in our CRM.
- Ensuring all targets are met including key KPIs.
- Adhere to all company policies, procedures, processes and working practices, including those on Data Protection, Equal Opportunities and Health and Safety, in every aspect of your work.

- Other - from time to time you will be expected to provide cover to other areas of the business as and when business requirements dictate.

Essential Criteria:

- 2+ years' experience in an Inside Sales or Business Development role on software solutions.
- Ability to work on KPIs and targets.
- An aptitude for technology and the ability to learn new systems with ease.
- Exceptional verbal and written communication skills.
- A natural ability to influence people.

Benefits

- Competitive salary including commission bonus.
- 22 days annual leave plus 10 public holidays increasing to 25 days annual leave with length of service.
- Career Development paths – the means to take your career to the next level with defined job tiers and the support, learning and development to get there including training plans.
- Focus on work-life balance with a flexible approach to working arrangements.
- Family-friendly policies.
- Focus on Health and Wellbeing including access to Mental Health support.
- Corporate Social Responsibility and Company/Team Social events and activities – an opportunity to get involved and give back as well as have fun!
- State of the art office environment in Titanic Quarter, close to the city centre, shops and major transport routes.
- Free snacks, drinks & coffee.
- Free Car Parking and easy access to public transport.
- Access to on-site gym and other facilities.

Additional information:

Shortlisting: only candidates who clearly demonstrate on their CV how they meet the essential criteria will be shortlisted. The panel reserves the right to apply all or part of the desirable criteria at the shortlisting stage.

Reserve list: a reserve list of candidates may be maintained for the purpose of any similar vacancies (temporary or permanent) that may arise within 12 months of this recruitment process.

Employment offer: any employment offer is conditional and subject to satisfactory completion of all checks including two employment references, proof of the right to work in the UK and proof of any required qualifications as listed in the criteria.

Lightyear is an Equal Opportunities employer. Appointments are based on merit.

The Company reserves the right to change your duties from time to time, or to transfer you to suitable alternative work in response to changing business needs.