

**Role: IT Software Inside Sales Executive**

**Job Type:** Permanent, based in our offices in Reading.  
**Hours:** 40 hours per week over 5 days (Monday -Friday)  
**Salary:** £25-30k base, £50-65k OTE, subject to experience  
**Benefits:** Life and critical illness insurance

**Closing Date for applications:**

**Introduction to Opsera**

Opsera helps companies take advantage of high quality Open Source software to achieve their business vision. We are Open Source experts, providing products and services to deliver an overall solution at lower cost than proprietary approaches. Our flagship product is Opsview, the award-winning open source system monitoring and management application software.

Opsview is used by our clients to manage their complex IT environments across multiple locations, delivering high availability, improved service levels and better management information. Opsview is sold both directly by Opsera and through our growing list of approved resellers worldwide. We have many blue chip clients, such as Allianz, Ericsson, Electronic Arts, Microsoft, Irish Revenue, NHS, Trinity Mirror, Yale University and many more. We have ambitious growth plans and need highly motivated individuals to help increase our sales worldwide.

**Role Description:**

Software Sales / Telesales / Telemarketing Executive URGENTLY needed. This is a fantastic opportunity to join an established and reputable Reading based software provider to drive their product sales activities.

We are looking for an experienced (2-4+ years), professional and enthusiastic candidate who has experience of B2B telemarketing, sales and lead generation. This sales position will involve a large amount of telephone work, including cold calling, to present our products and close sales for software support, training and consultancy.

The ideal candidate will have solid IT sales exposure working within the IT product sector and be competent in structured and organised sales techniques. You will work closely with the C.E.O., product manager and engineers to manage the whole sales process from generating leads to deal closure. You will also be responsible for outbound mailing campaigns to generate leads. You should be competent in MS office tools, using the internet and have experience of using a CRM system (ideally Sugar CRM or Salesforce.com)

Due to the nature of this position, the successful candidate MUST have very strong verbal and written communication skills, have the ability to work off their own initiative and be able to show a solid track record working within a sales environment. Finally the candidate should be able to show consistent sales revenue achievement, ability to work to KPI's and be target motivated.

The successful applicant will have the opportunity to help build the Opsera business and progress with the growth of the company.

**Requirements:**

- You need to have an aptitude towards IT and technology with the drive and passion to learn more
- Experience in a high call volume telephone environment.
- Experience of working in a focused/determined environment and dealing with the associated pressure
- Good communication and inter-personal skills
- Knowledge of open source software and/or other business software experience
- At minimum of 2-4 years successful sales experience in a technology field
- Fluency in a second language, such as German or Spanish would be very advantageous

You must be a high energy self-starter, able to work with minimal supervision and comfortable working within a framework of objectives without the need for day to day guidance and direction. A genuine desire to help create and participate in developing our company, culture and future success will be a pre-requisite.

For the successful candidate, we offer a competitive salary package with an attractive commission structure.

To register your interest in the role and for an initial conversation, please send your CV to [peter.finnan@opsera.com](mailto:peter.finnan@opsera.com)

More information about Opsera can be found at [www.opsera.com](http://www.opsera.com)