



JOB DESCRIPTION

Role Title:	Direct Sales Representative
Salary:	
Hours:	Mon – Friday (Shifts to Suit)
Location:	Bellahouston Business Centre, 423 Paisley Rd W, Glasgow G51 1PZ
Reports to:	Sales Manager

About

Frog Systems Ltd has developed a new social media platform, focused on the wellbeing of UK citizens and communities by uniquely grouping people 'Geographically'.

All of the services, groups and activities needed to lead long, safe, happy and healthy lives are grouped in UK Local Authority areas.

Frog effectively builds upon the self-directed support model by connecting citizens with the local service providers and groups within a local authority area who provide the services and support that they require. It also provides a powerful promotional and communication channel for the many locally run support, activity and special interest groups and businesses that struggle to gain visibility within their communities.

Directly interacting with potential businesses, attractions, local groups and service providers, you will promote the benefits of the Frog platform and encourage organisations to actively participate and sign up.

Frog is creating a small Direct Sales team to broaden its reach within defined geographic areas. The team will initially focus on a targeted roll out plan of Frog into Scottish Local Authority areas before concentrating on the whole of the UK.

No experience is necessary, although advantageous, as we will provide full training, but we do ask that you are enthusiastic, passionate and determined to help us to succeed.

Main Purpose of the Role

To support the trading activities of Frog Systems, through competent and enthusiastic sales and service to potential customers, demonstrating a passion for Frog and its long-term objectives.

Principal Duties & Responsibilities

- Contacting potential clients and selling the Frog proposition
- Identification of potential 'clients for Frog
- Attaining targets and ensuring revenue budgets are achieved
- Communicating respectfully and politely with potential customers at all times
- Maintaining safe and clean working environment by complying with procedures, rules, and regulations.



Experience

- Previous marketing and sales experience is desirable but not essential as full training will be given but a passion and desire to succeed are pre-requisites of the role

Skills

- First rate organisational skills and attention to detail
- The ability to work well as part of a team
- Drive, motivation and enthusiasm
- The ability to meet deadlines and work under pressure
- Confidence and persuasiveness, for 'selling' your ideas
- Negotiating and closing skills
- Good business sense
- Results-driven
- Confident with using IT systems

Other Factors

- Availability to work at short notice
- Flexible Hours to Suit
- A good sound knowledge of Social Media platforms

Personal Qualities

- Proactive self-starter.
- Passionate and enthusiastic
- Upbeat personality and ability to cope with rejection on a daily basis
- Methodical and Analytical in approach to work
- Excellent time management
- Exceptionally good at relationship building and working with others.
- Excellent communication skills