

## Job Specification - Risk Solutions Sales Executive

**Location:** London/ Winnersh HQ (you will be required to come to the office once a week or as required)

**Job type:** Full time

**Job Title:** Risk Solutions Sales Executive

**Direct report:** UK Sales Director

### The Company

Artesian is a data aggregation and decision automating service which is changing the way insurance underwriters work. We're in the business of saving underwriters valuable time by making all data sources available to them at a consistent level and by enabling them to automate aspects of their process as applied to the data.

We help you to respond rapidly, accurately and consistently when presented with a new client opportunity.

Artesian is a privately held, profitable company with around 200 large enterprise customers equating to 30,000 subscribers. Our customer satisfaction is 99.1% and retention rates are running at net positive.

We are a talented team of 40 employees headquartered in Reading Berkshire with an aim to double in size in the next two years and we are seeking sales professionals who can help us achieve our growth and retention objectives.

In return we will offer a competitive remuneration and bonus structure, a contributory pension, life insurance and attractive discounted HMRC registered EMI share options.

We also promise to help you develop and grow – we have so much to learn from each other! Check us out at <http://artesian.co>

### Profile of the role

We are looking for a Risk Solutions Sales Executive to join the incredibly successful team in the UK.

We are more interested in your attributes, your intellect and your ambition than a track record and collection of Club Trip Awards.

This person will be responsible for developing and managing relationships with key prospects and customers and driving revenue in our major account targets in banking and/or insurance. In return we offer a great package, realistic OTE and benefits, plus one of the best personal development programs in the industry.

We have world class marketing and pre-sales teams to support prospecting activities and post sales teams to take care of implementation, training and customer success.

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### Key Attributes

- An inquisitive mind
- A fine intellect defined by IQ, EQ and the way you apply yourself
- A willingness to be coached and coach others
- Attentive, personable, diligent and focused
- Analytical, numerate, literate, well read and generally knowledgeable

### Key Responsibilities

- Identify, open and close enterprise deals in the insurance market: new name or upsell existing accounts – ramped target which would be equivalent to £500k ACV target
- Pipeline generate own opportunities to supplement inbound qualified leads (80/20 split)
- Develop needs (company uses SPIN) to drive value
- Accurately forecast quarterly revenue
- Follow a structured deal qualification process (company use MEDDIC)
- Use SPIN and PowerBase selling methodologies in conjunction with MEDDIC
- Work with clients to build a value-based ROI business case that justifies significant investment
- Be able to build champions in client and prospect accounts
- Manage senior CXO client/prospect relationships offering value-added, insightful and strategic solutions to maximise ROI
- Manage complex sales negotiations
- Work with the extended team of pre-sales, CSM, training and others to deliver the best client experience

### About the person

- Degree-educated, ideally from a leading university
- 2+ years of enterprise sales experience in banking and/or the commercial lines insurance sector, background in insurance is a distinct advantage
- A team player, who upholds professional integrity at all times
- Self-starter mentality with strong internal locus of control
- Entrepreneurial spirit or experience of working for a start-up/early stage company
- Inspirational presenter
- Solid understanding of SaaS business
- Desire to learn and develop

### Beneficial, but not Essential

- Knowledge of MEDDIC, SPIN and Powerbase
- Experience in using Salesforce