

OBELISKLEGAL.SUPPORTSOLUTIONSLIMITED

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OBELISK

Client Sales Associate

This is really exciting time to be joining our business as we look to scale up in the industry. Obelisk is an award-winning legal services provider and an active member of the London tech community, providing flexible legal solutions to law firms and in-house legal teams of FTSE100 companies.

Our client relationship team works hard to tell existing customers as well as potential new customers of Obelisk Support's offer and differentiation in the marketplace; ultimately, our client team advocates for the business and looks to help customers to access our large talent pool and to encourage them to work with them in a different way.

This role within the client team is critical at building the sales pipeline for the business through a consultative selling approach that solves our customers' needs. You will build our client base, deepen those relationships and usher in the next phase of our development by helping to continually meet our monthly sales target that builds the business into the larger player it seeks to be in the marketplace.

You would need to nurture relationships, set the right expectations of our services and help the wider team at Obelisk understand the importance of excellence in service to achieve success by sharing with them feedback.

Like all of the team, the role involves loving the brand and being a great ambassador for Obelisk Support.

Responsibilities

- Segment the current market and identify potential clients, and the decision makers within the client organisation.
- Evaluate the industry, business and customer trends to build strategic plans that drive sales.
- Attend industry functions, such as association events and conferences to meet potential customers and build a sales pipeline.
- Meet potential clients to grow the current client base and act as their account manager to by managing them accordingly and demonstrating value with winning outcomes for both us and them.

- Be a true brand ambassador for the business and constantly think of new ways to attract and retain clients
- Research, develop and build relationships with clients while getting to know their business, markets and the challenges that they face.
- Work with the team to develop proposals that match the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Use a variety of styles to persuade or negotiate appropriately.
- Present a professional image at all times.
- Submit weekly itinerary reports evidencing face to face activity with potential clients.
- Submit weekly activity and sales reports ensuring data is accurate.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
- Forecast sales targets and ensure they are met.
- Collaborate with colleagues effectively.

If you are interested in this role, please send us your cover letter and CV to apply@obelisksupport.com