

The Role

The role is based on supporting the Intuitive sales, marketing and business development processes. The main part of the role will be working with our network of partners operating around the world.

The role will initially start within our marketing department, giving the candidate a chance to understand our business while working on some defined projects. This could include the production of marketing materials, website, videos, social media and partner events.

After the initial placement the role will evolve to also include gaining experience in sales support, continuing to work with our partners from around the world. This will involve explaining the Intuitive value proposition, demonstrating our software products and helping with sales opportunities as well as supporting our partners with their marketing campaigns. We operate in many different time zones (from Australia to the USA), therefore the role will encompass some out of hours working.

This is an ideal first role for someone looking for a career in sales and marketing. The placement will include projects in the following:

Key Tasks

- Assist the sales director with partner and end customer sales activity
- Attend partner sales review and follow up / monitoring of actions
- Following up sales and business development opportunities
- Demonstrating the Intuitive software and value proposition
- First line pre-sales support for new sales opportunities
- Production of quotes and proposals
- Updating the Company CRM with all activities
- Assist with the production of marketing materials and literature, such as web content, brochures, blog posts and press releases
- Write and proofread marketing copy
- Upload material to the website(s), social media pages, online partner portal and Intuitive SharePoint
- Assisting other areas of the business such as pre-sales and technical services

Key skills

Great interpersonal skills

Ability to learn and understand about software, specifically in the business intelligence, print and process management markets

Able to build relationships with a wide variety of people.

Personable manner, team-player and adaptability are all important

Excellent written and oral skills: you will be called upon to write online content, so you will need strong copywriting skills. You will also have to regularly deal with clients and suppliers, face to face or on the phone.

Attention to detail – required for proof-reading posts, news releases, website content and emails

IT skills: You will need proficiency in MS Office packages and, ideally, in graphic tools such as Adobe, Publisher and video editing software.

Organisational skills: you will be working on multiple projects, and need to meet deadlines and maintain a high level of accuracy.

Talk to us today

hello@weareintuitive.co.uk

0844 243 8450

Relevant experience and qualifications

- Ideally degree-level qualified in a related area to sales or marketing.
- Some experience of working in an office / home office.
- Some work experience in marketing is desirable.
- Demonstrable knowledge of social media channels such as LinkedIn, Twitter.
- Experience of website content management systems e.g., Wordpress

Eligibility

This is initially a 6-month opportunity open to 18- to 24-year-olds who are not in employment as it is partially funded by the Government KickStart scheme. Subject to completing the initial 6-month placement there will be the potential to join the company on a permanent basis subject to meeting certain performance criteria.

Further eligibility criteria regarding the KickStart scheme can be found here <https://jobhelp.campaign.gov.uk/kickstart/>

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