

Job Description

Role: Salesforce Sales Engineer

The role

A great opportunity for a Salesforce Sales Engineer or a strong business analyst aspiring to be a sales engineer. This position will allow to grow and achieve outstanding and productive goals in a dynamic London based Consultancy and Software Vendor. The role will give you the exposure to important clients and a great variety of sectors within the fast growing Salesforce market.

Responsibilities

- Maintaining relationships with potential new and existing clients
- Understand and interpret customer requirements and be able position salesforce.com as a potential solution to business need
- Ability to configure salesforce.com and other relevant technologies in order to be able to build and present demo applications and proof of concepts
- Knowledge of integrating salesforce.com with existing business hardware, software, network(s) and security stack
- Support the Sales Director and Sales Executives to achieve targets
- Report opportunity status, issues and risks with regards to related client demonstrations
- Support the proposal process with the scope of work, technical requirements and estimation Identify opportunities for up selling and cross selling
- Maintain and continue to develop the expertise necessary to be effective in the position including technical, industry and customer relevant knowledge

Skills required

The ideal candidate will have a solid academic foundation to degree level or higher. Additionally, candidates must have evidence of the following:

Essential:

- A proven track record in Salesforce related sales with a demonstrated ability to negotiate with clients.
- In-depth knowledge and experience within a variety of industries, with experience and/or understanding of Salesforce sales and service cloud, force.com, Apex, Heroku, Chatter, Radian 6, etc.
- Gathering and documenting high level requirements.
- A Self-motivated team-player who is able to work autonomously.
- Ability to work as part of a team to solve technical problems in varied political environments
- Excellent written and verbal communication skills.
- Ability to build rapport quickly with customers and third parties.
- Good planning and organisational skills with a demonstrated ability to work calmly under pressure.
- Eligible to work in the UK (EU citizenship or valid visa) with the ability to travel

Desired:

- Experience in data modelling.
- Strong consulting background
- Energetic, proactive and success driven

Make Positive is a specialist cloud technology firm. We focus on Salesforce.com, and are both a leading Salesforce.com consulting partner and Independent Software Vendor. We are a Platinum Salesforce Partner.

Guided by our core values (Service Excellence, Drive, Commitment, Community, Integrity and Passion) Make Positive combines our heritage as a PWC spin-out with cutting edge technical knowhow. This management consulting background twinned with our passion for innovation sets us apart from our competitors and allows us to solve complex IT problems and build solid leading edge products that meet your business needs from both a commercial and technical perspective. We also work with customers to help them determine their long term cloud strategy.

Our impressive customer base includes 10 of the largest companies in the UK. We have a track record of delivering large enterprise-wide integration projects, as well as developing cutting-edge products, predominantly around social enterprise, customer relationship management and collaboration.

We have three offices: the HQ in London, an office in Manchester to serve clients in the Midlands and the North, and an office in Gurgaon, India, from which we offer product development services, managed support services, testing and technical solutions.

TO APPLY PLEASE SEND YOUR CV TO:

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