

## Vacancy Announcement - UK Sales Manager

### The Opportunity:

If you like winning new business for young and dynamic organisations, Arkivum is for you.

Arkivum is an exciting early stage company providing cloud services for long-term data retention and access. Unique in the industry, Arkivum guarantees long-term data integrity and releases our customers from the costs and burden of complex in-house archiving solutions. Benefits include lower cost, conformance to compliance regulations, less need for skilled staff, and fast access to archive data for business continuity and reuse. And that's a good job too, with over a Zettabyte of data being created in the world each year!

The way we achieve this is simple: replicate customer data across secure data centres, migrate systems and media frequently to address technical obsolescence, and proactively check and repair the data to ensure data integrity is always maintained. At the same time, we provide our customers with a single consistent view of their data with 'always on' access. Having great technology is only half the story – to grow our company we need lots of new customers – that's why we need people like you.

Working alongside our partners, you'll sell our solution to UK customers in sectors such as Healthcare, UK Research Sector (e.g. Universities, Genetic Laboratories), Life Sciences and Managed Service Partners.

### The Vacancy:

Sales Manager.

### Reporting To:

VP Sales and Marketing.

### Territory:

UK.

### Key Responsibilities:

You will work with the management team to define and implement a sales plan (direct and channel) that will deliver significant growth and build strong channel relationships.

You will be responsible for managing all aspects of the sales cycle, from target definition, prospecting through to contract signature. On-going account management will ensure that we have a loyal, committed and referable client base.

### Skills:

- You have experience of building awareness and preference at all levels of an organisation, opening heavy doors to reach influencers and decision makers
- You have a track record of success in both direct and channel led sales
- You have a history of delivering against demanding performance targets
- You build enduring client relationships that deliver strong levels of repeat business
- You're agile enough to deal with daily change, operating "without a map"
- You're comfortable with learning and discovery
- If you're missing any of the above – convince us you can do the job!

### Location:

Flexible – Head office in Chippenham, Wiltshire.

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**Qualifications, Knowledge, Experience:**

You will have a solid technical solution sales background and a demonstrable record of achievement in building early stage revenues in the UK. In addition to high energy levels, enthusiasm and passion, you will have:

- 7 year plus experience in selling Enterprise IT software solutions in a B2B marketplace
- Proven ability to achieve targets by closing new business on a consistent basis
- Basic knowledge of SaaS delivered software products and services
- Ability to work on own initiative to set and meet targets and timescales
- Excellent interpersonal and telephone skills, with an ability to present and negotiate at Board level
- Management and leadership skills, with a positive “can do” attitude with the ability to motivate Arkivum partners in a close working, professional environment to deliver effective solutions
- Fluent in written and oral English
- Full driving license
- Working knowledge of the Research/Education and Healthcare marketplace and related storage and software systems would be a distinct advantage

For the right candidate we offer:

- A fulltime, permanent position
- Attractive base salary and commission
- Mobile phone and laptop PC
- Interesting work in a capable team in an international environment
- Flexible working hours
- Good opportunities for professional and personal development

**Start date:**

As soon as possible!

**Contact:**

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