

# Sales Representative

## Our Business

We started Inrange® because we saw so much untapped revenue potential in the world's driving ranges. And that's why we set out with one simple mission: to deliver the best possible range experience.

And how do we do that? By creating experiences that allow every type of player to enjoy the game the way they want to play; be it a scratch golfer training with our patented AI-powered training methodology in Inrange, or a group of friends playing golf for the first time in Inrange+.

Our results speak for themselves. Every single one of our partner ranges has achieved at least double-digit volume growth, while at the same time significantly increasing average spend per customer.

Inrange® was founded by a group of highly respected deep space antenna engineers who used their expertise in the world of radar and radio telescopes to develop the most advanced, accurate and reliable golf tracking system in the world.

We are a fast growing scaleup with operations in the UK, USA, Europe, UAE and South Africa and new installations underway in Ireland, Australia, Mexico and Canada as well as further expansion in the UK, USA and Europe.

## The Position

We are looking for a junior sales executive to join our Inrange sales team. We are a young and energetic team as a whole and we are looking for someone with the same sort of energy to help bring Inrange to the world.

You'll be part of a global sales team that's responsible for the rapid expansion of partner sites around the world. You will need to manage the sales pipeline from prospecting to relationship building, to closing and contracting.

As a sales representative you will be responsible for the full relationship sales cycle for prospective UK and US Inrange sites. You should have a love for challenger sales and at least 2 years of enterprise sales experience preferably in a technology industry.

## Job Objectives

- Opening up new opportunities
  - Responsible for lead identification and qualification
  - Responsible for making contact with new leads
  - Support initial pitch to customer
- Closing deals
  - Responsible for follow-ups
  - Responsible for quote and contract formation
  - Responsible for managing the contract through to signature
- Sales to project transition
  - Responsible for managing the handover from sales to project install

## Key Contribution Areas

- Building the pipeline
- Open deals
- Close deals
- Manage to project success

## Technical Experience

We are looking for candidates that have experience in the following:

- Relationship/Enterprise sales experience (ideally tech industry) (2- 4 years)
- Customer Account management experience (2-4 years)
- Project Management experience (1-2 years)
- Commercial contracting experience

## Requirements and Technical Skills

- Exceptional track record of exceeding sales targets and building strong customer relationships
- Broad base of IT and technical skills
- Willingness to travel between UK and US on a regular basis
- Strong commercial modeling skills
- CRM management

## Non-Technical Skills

- The ability to understand clients' needs and to craft options to suit their needs
- Awareness of current market trends
- Love of sport and broad understanding of golf
- Customer oriented
- Exceptional verbal and written communication skills
- Able to work well in a team as well as individually
- Attention to detail, and able to think creatively outside the box
- Able to accurately plan and prioritise work

## Fine Print

- Permanent role with a competitive package and sales based bonusing
- Location in the UK
- Inrange offices are based in London and there would be an opportunity to and requirement to spend time in the office
- Expect 2 weeks a month local and international travel with a focus on the US
- Apply at [careers@inrangegolf.com](mailto:careers@inrangegolf.com)

Once we receive your application, we will strive to review it within a few days. If you meet the minimum requirements, we may contact you to set up a first interview.