

Business Development

Role Purpose

Instant are looking for a consultative sales person to join our San Francisco Team. We're looking for someone with an entrepreneurial flair who enjoys working in a fast paced yet rewarding environment and is motivated by excellent customer service.

The Account Executive is a field sales role responsible for supporting the BD Directors' client base and developing direct client relationships to contract value. The territory for this role will be US based and carries a sales quota of 400K annually.

This role is responsible for:

- Quota responsibility of 400k+ of contract value within the territory
- Supporting transactions and working in collaboration with BD Director
- Cold calling companies to establish new relationships and develop property solutions deals that maximizes the value delivered by Instant's solutions
- Account management with outcome of increased customer satisfaction and increase in retention & account growth
- Consistent execution of Instant sales methodology
- Proficient in account planning and pipeline management
- Manage forecast accuracy on a monthly/quarterly/annual basis
- Maintain competitive knowledge & focus
- Fiscal responsibility with regards to expense management
- In-depth knowledge of Instant's services and solutions

Key Responsibilities

- Qualifying of new opportunity requirements received directly or via the BD Director
- Creation of reports and arranging client viewings, selling the serviced offices concept to them
- Having expert knowledge of the US market and assisting other team members in their knowledge
- Develop business in line with company objectives and monthly targets
- Planning time effectively to prioritize development of target sales
- Build a strong and accurate sales pipeline
- Be accountable for weekly and monthly forecasting
- Excellent communication skills and the ability to challenge upwards
- Work in conjunction with your sales support representative to deliver best in class deliverables for clients

Background and experience

- You will be a highly motivated by targets and customer service, with a good level of sales experience.
- Experience of dealing with real estate execs and building relationships
- Display a passion for consultative based selling and knowledge of the real estate market coupled with a strong business acumen.
- Strong communication skills with the ability to manage objections
- Strong commercial acumen

Key skills and competencies

- Strong individual with passion for selling and closing business along with excellent customer service skills
- Self-motivated and driven with a positive attitude
- Business focused and a forward thinker
- Proven sales record and strong performance within the sales teams at Instant
- Excellent negotiation skills and ability to close business
- Ability to work independently and use own initiative to get the job done and achieve the best results
- Ability to work within a competitive environment whilst supporting colleagues and offering advice and help
- Thrives in a competitive, telesales environment

Measures of success and key stakeholders

KPIs

You will be accountable for achieving set monthly KPIs and targets outlined below:

- Monthly deal target
- Monthly net target
- Monthly viewing targets

Stakeholders

Internal

- MD Americas
- BD Director
- Sales support rep
- Operator Relationship Team
- Client services team

External

- Partners
- Operators
- 3rd parties

Working at Instant

1.1 About The Instant Group

Founded in 1999, The Instant Group is a workspace innovation company that rethinks workspace on behalf of its clients injecting flexibility, reducing cost and driving enterprise performance. Instant places more than 7,000 companies a year in flexible workspace such as serviced, managed or co-working offices including Amazon, American Express, Sky, Network Rail, Serco, Teleperformance, Worldpay, and TMF making it the market leader in flexible workspace.

Its listings' platform Instant Offices hosts more than 11,000 flexible workspace centres across the world and is the only site of its kind to represent the global market, providing a service to FTSE 100, Fortune 500, and SME clients. With offices in London, Newcastle, Berlin, Haifa, New York, Dallas, Los Angeles, San Francisco, Hong Kong, Singapore, Kuala Lumpur, and Sydney, The Instant Group employs over 200 experts and has clients in more than 150 countries.

1.2 A business is only as good as its people

It's not all noses to the grind-stone though; Instant is a fun and dynamic place to work, where colleagues support one another and where the next social event is always just round the corner. We have been consistently rated as one of the best small companies to work for by the Sunday Times and are committed to continuing to make Instant a great place to build a career.

Instant is a values-driven organisation. We adopt and live by our values:

- We are passionately client focussed 24/7, 365
- We operate with integrity and a sense of fun
- We build long term client relationships based on trust
- We question convention with the desire to improve performance
- We collaborate in teams to create solutions that solve client problems
- We strive for excellence in all that we deliver
- We attract and develop the most talented people

We are a fast growing business with an exciting and vibrant atmosphere, where staff are encouraged to think for themselves and are rewarded for contributing to our success.

To support our ambitious growth plans, we want to attract and develop the best people – resourceful, committed individuals with relevant experience and a client-centric mindset.

1.3 The details

We pay market salaries and the right person will be offered a package according to their experience.

You will work 9am to 6pm Monday to Thursday and 9am to 4pm on Fridays.

For more information please contact Alice Mitchell:

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