

## Inside Sales Specialist, Cambridge, UK

Cambashi is a well-established boutique company with a global reputation for market intelligence. We have an exciting opportunity for an Inside Sales Specialist based in our Cambridge headquarters. Cambashi is a small, friendly team that offers scope to gain experience in a range of projects for global software companies and the opportunity to travel abroad to analyst events and conferences.

See some of our areas of research [here](#).

The role would ideally suit a graduate with 2 + years sales and/or marketing experience. You will be interested in business intelligence and seeking a “fast track” development path that offers the opportunity to progress into a bigger role in a supportive working environment. You will be working closely with existing sales and analyst teams. Salary and benefits are competitive and reflect individual experience.

### Key responsibilities include:

- Researching organisations in the engineering software space to identify and engage with qualified stakeholders
- Probing for client needs and problems with solution mindset
- Learning how to perform effective online dataset demos to senior executives.

### Desired experience/skills

- A self-driven, positive individual who can bring both an enthusiastic and personable attitude to the role
- Strong phone presence to pro-actively engage with senior clients.
- Occasional international travel to events.

This is a full-time position, available immediately. You will be based in Cambridge, UK with some overseas travel to client and analyst events. Salary range circa £28,000 p.a. with the opportunity to participate in the company bonus scheme.

We plan to make the appointment by January 2019. CVs and covering letters should be emailed to [Pippa.Burke@cambashi.com](mailto:Pippa.Burke@cambashi.com) before October 26, 2018. Interviews are expected to take place in late November/December.

Cambashi is an equal opportunities employer.