

# HANOVER

## Join the Hanover CRM Team as a Sales Representative

We are looking for an enthusiastic, driven sales representative to be part of our dynamic and motivated Hanover team. Hanover CRM was built out of Cleversteam, a software development company established in 2010. For over a decade we have built high quality systems that would allow organisations to scale their cultural exchange programs. We've come a long way since the first Hanover CRM solution was built. We now have a team of industry experts, quality assurance analysts, in-house developers and product specialists as we maintain our position as the international exchange industry's go-to CRM.

**Who We Are:** At Hanover CRM, our goal is to revolutionise the experience of international exchange through technology. Our innovative platform helps international exchange companies streamline their application processing, automate day-to-day tasks, and communicate effectively with their stakeholders. As we continue to grow, we're seeking a talented individual to help us engage our existing pipeline and reach new clients.

### Why Join Us?

- **Growth Period:** This is an exciting time to join Hanover CRM! We're in a significant growth phase, offering plenty of opportunities for career advancement and professional development.
- **Flexible Hours:** We understand the importance of work-life balance. At Hanover, we believe that you'll do your best work when you're in control of your schedule.
- **Supportive Environment:** You'll be part of a supportive and friendly team that values collaboration, creativity, and continuous learning.

### Responsibilities:

- Identify and reach out to potential clients to introduce Hanover's products and services.
- Conduct product demonstrations and presentations to showcase the benefits of our CRM solution.
- Work closely with the product team to develop effective sales strategies and meet or exceed sales targets.
- In collaboration with our Community Manager, provide exceptional customer service by addressing client inquiries and resolving issues promptly.
- Develop and maintain strong relationships with existing and new customers.

### What We're Looking For:

- Proven experience in sales, preferably in the software or technology industry.
- Excellent communication and interpersonal skills.
- Strong organizational and time management abilities.
- Self-motivated with a positive attitude and a passion for helping businesses succeed.
- Ability to work independently as well as part of a team.

#### **Perks and Benefits:**

- Competitive base salary (£30-35,000 depending on experience), plus commission
- Opportunities for professional growth and development
- A supportive and inclusive company culture.
- Laptop, wellbeing stipend, and opportunities to travel

This is a remote position, however, please note that occasional travel will be required to attend conferences and sales meetings. If you are a proactive individual who thrives in a remote work environment but is also excited about the opportunity to travel and represent our company, we would love to hear from you. Please send your resume and a brief cover letter to

[aly@hanovercrm.com](mailto:aly@hanovercrm.com)

**Hanover CRM is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.**