

## Inside Sales Representative

### The Company

Smart software for creative people.

There are three things that make The Foundry unique:

1. Our forward-thinking approach to making creative software
2. The people that drive it
3. Meaningful relationships with our customers

Our software solutions are anything but ordinary. The workflows they create serve multiple industries and generally make doing creative things a walk in the park.

We know that tools in VFX are also relevant to designers and vice versa. It's that understanding that helps us to develop flexible, open products that solve problems.

The portfolio is as creative as it is technical, packed full of ground-breaking award-winning techy goodness that will have even the most demanding organization or one-man-show salivating

We are a little bit proud of what we achieve at The Foundry and want to take you on our journey with us.

### The Role

This is an excellent opportunity to join our thriving and highly successful global sales team to help ensure our ground-breaking, market-leading products are reaching our worldwide client base through increasing product and brand awareness and maximizing sales opportunities. Initially a Telesales position, this role has real potential to grow into a fully-fledged Inside Sales role as the team evolves and the candidate develops, with a view to closing their own deals before long.

We are looking for an ambitious and confident graduate-calibre candidate ideally with 6 months sales experience, or an EXCEPTIONAL graduate!

You will need to be highly confident, articulate and driven to succeed in a fast paced environment combined with a real desire to succeed with a tenacious appetite for developing new business and building relationships.

## Responsibilities

- Contacting prospective clients via telephone cold calls
- Expectation to make an average of 70 cold calls a day
- Arranging meetings for the Sales team to attend
- Reporting of call activity/KPI's
- Research into calling strategies to improve success rate
- Front line sales working towards set targets
- Identifying requirements for buying/selling products
- Completing tasks requested by the management
- Providing excellent customer support via telephone and email
- Entering new client records into the database
- Assisting with the delivery and maintenance of new and existing sales leads
- Working with the sales managers on business development projects
- Sales order processing
- General assistance and administration

## Desired Skills and Experience

- A natural affinity for sales-based tasks – the role will be challenging but with the talent it should be fun
- Robust, hungry to learn, tenacious and determined – this is not a journey for the faint-hearted
- Stand out candidates will be charismatic, driven and be looking for a progression in a money making environment.
- Proven customer-service experience and successes
- A bright, quick-thinking, sharp, graduate-calibre individual
- Able to multitask and thrive in a fast paced environment
- Motivated by goals and targets
- Excellent telephone manner
- Hard working, ambitious and competitive
- Flexible, determined and energetic
- Excellent PC skills – highly familiar with outlook or other email systems and proficient in Word, Excel and PowerPoint
- Database management experience, ideally Salesforce CRM but training will be given.
- Excellent customer service approach and good phone manner
- Excellent communication skills with good spoken and written English.
- Attention to detail with an organised and methodical approach to your work.
- Ability to work in a team as well as using own initiative.
- Someone who is flexible and able to deal with change and a busy workload.
- Ability to prioritize and work with minimal supervision
- Strong organizational skills and ability to manage own time
- Punctuality, reliability and accuracy are all key
- Honest and trustworthy
- Foreign languages are highly desirable and will be hugely advantageous in the role

## Applying

If you meet the criteria, are eligible to work and are interested, please send your covering letter, CV, salary expectations and notice period to [jobs@thefoundry.co.uk](mailto:jobs@thefoundry.co.uk) with the subject "Inside Sales".

## More About Us

The Foundry was established in 1996. It is now the fastest-growing company in its field today, and is internationally renowned for its collaborative and open approach to software development.

Led by CEO Bill Collis and a management team that still includes the original founders, The Foundry is backed by The Carlyle Group with a substantial portion still owned by the staff.

The Foundry develops award-winning computer graphics and visual effects (VFX) software used globally by leading artists, designers and creative professionals. The portfolio lets users create inspiring and technical high-end visuals across a wide range of industries including product and concept design, marketing & advertising, media & entertainment and game development.

In September 2012, The Foundry added MODO, a 3D software package that combines modeling, painting, animation and rendering, to its portfolio. In addition to MODO, the product line includes NUKE (industry standard compositing), HIERO (shot conform and review), MARI (3D digital painting), KATANA (a look development and lighting framework), FLIX (collaborative visual story development), OCULA (a stereoscopic correction toolset) as well as a range of plug-ins.

In the design world, MODO enables the creation of a huge variety of things from products and advertising material to games assets, animation projects and beyond.

All of the company's products, including MODO, are used to create breathtaking visual effects sequences on a wide range of features, television projects and commercials. High profile examples include Gravity, Pacific Rim, World War Z, The Hobbit and the 2013 Oscar® winner, Life of Pi (Best Visual Effects). In television examples include Once Upon A Time, Falling Skies, Boardwalk Empire and Game of Thrones.

Clients include major feature film studios and post production houses such as Pixar, ILM, Double Negative, The Moving Picture Company, Walt Disney Animation, Weta Digital, Framestore and Sony Pictures Imageworks.

In 2013, The Foundry made the Sunday Times Tech Track 100 for the fourth consecutive year, ranking in 92nd position. This year, the company has also been shortlisted for categories in the UK Tech Awards and the National Business Awards. The Foundry's CEO Bill Collis was recognized as the UK Technology winner for the Ernst & Young Entrepreneur of the Year award.