

Contact

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Top Skills

Sales

Telecommunications

Customer Service

Robert Williams

SaaS Sales Professional seeking opportunities in London
London

Experience

SessionCam

Business Development Manager

April 2019 - October 2019 (7 months)

London, United Kingdom

SessionCam is the world's leading cloud-based, enterprise-level solution for online Customer Experience Management (CEM).

SessionCam transforms online customer behaviour into by providing essential tools for conversion rate optimization and website improvement including:

- Session Replay
- Heatmaps
- Conversion Funnels
- Form Analytics
- Customer Journey Mapping
- Error Detection
- Struggle Detection
- Anomaly Detection

SessionCam is used by clients in the UK, Europe and North America including market leading brands such as Abercrombie and Fitch, AT&T, Argos, Experian, Nestle, SuperDry and many more.

We integrate with Google Analytics, Adobe Analytics, Web Trends, Maxymiser, Optimizely, Qubit, and many other solutions to help you maximise the value from your existing suite of online solutions.

Get in touch with me to set up a free SessionCam demonstration!

Quality Sales Leads Limited

Associate Sales Development Executive

October 2018 - October 2019 (1 year 1 month)

London, United Kingdom

Quality Sales Leads Limited (QSL) was established to provide our clients with a highly tailored service that is based on a real understanding of the sales skill sets required to perform a critical sales activity well.

Outsourced telesales, lead generation and sales appointments are an important consideration for any company with serious aspirations to hit and exceed targets.

Our management has numerous years within sales and sales management, working for leading companies like Thomson Financial, NYSE Euronext, Investis, Dialog, Thomson Business Intelligence Services and many more.

QSL is committed to building long term partnerships by providing a highly tailored service that delivers required results.

Our aim is to create long lasting partnerships and operate seamlessly with our clients as a core and integral part of their sales function

Kollective Technology

Sales Development Representative

October 2018 - April 2019 (7 months)

London, United Kingdom

Companies of all sizes are using Kollective to successfully communicate with video within departments, across regions or company-wide.

Aligning your entire organization to work towards your company vision is an enormous challenge. Consistent, engaging and company-wide video communication is the key to alignment.

In today's always-on environment, business leaders need to reach their "YouTube-generation" of employees in a way that is more engaging, impactful and immediate than mass emails, long conference calls or costly onsite meetings.

With a disparate workforce removed from the large corporate offices of yesterday, reaching and connecting with all of your employees around a shared vision is a challenge.

With over 100 million videos delivered in over 170 countries annually, Kollective has enabled companies worldwide to achieve enterprise-wide reach

and engagement on their existing infrastructure with our proven, simple, low-cost enterprise video platform.

The Office Group

Front of House

June 2018 - October 2018 (5 months)

London, United Kingdom

Lee Hecht Harrison Penna

Candidate Engagement Executive

May 2018 - June 2018 (2 months)

London, United Kingdom

- Receiving new individual referrals from sponsor clients, delivering an introductory call to the candidate and scheduling a consultant first meeting or interaction to secure the revenue
- Meet key KPIs aligned to revenue targets and engagement rates for the business.
- Working to Client SLAs to make contact with the candidate within the necessary timeframes
- Accountable to an LHH Penna outreach schedule based on the quality of the candidate details
- Assigning clients to the relevant consultant (taking on board skill set and geographic location)
- Management of consultant diaries for UK 1:1 meetings
- Speak to candidates at all levels and respond appropriately to various emotions that may be presented, while keeping an accurate log of data and record of conversations
- Ability to respond tactically and convert candidates that may be less responsive to LHH Penna services
- Production of bespoke correspondence to clients where standard programmes may vary or additional information is requested

- Communicating with corporate clients, Client Partners and Client Operations Managers on project requirements and queries
- Various administrative & business support tasks as and when required by the wider business

Poundworld Retail Ltd

Sales Assistant

June 2015 - April 2018 (2 years 11 months)

Snappy Snaps

Digital Lab Assistant

September 2016 - February 2017 (6 months)

Education

Stonebridge Careers

South Essex College

Shoeburyness Highschool