



Sales and Marketing Executive

About us

UnderTheDoormat meets the growing demand for managed accommodation in the sharing economy. We provide guests with the comfort of a home and professional service of a hotel and offer homeowners a hassle-free way to earn extra income while they are away.

This is an opportunity to join an exciting, technology led business with a high energy team who work closely on delivering an excellent customer experience. You will have the chance to learn new skills, be involved in significant projects and make an impact on many different areas of the company.

We are looking for bright and ambitious people to help continue to grow the business. Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities. We celebrate leaders at every level of the business who demonstrate independence in their work while contributing to the culture and broader environment of the UnderTheDoormat team.

About the role

The Sales and Marketing Executive will play a leading role in our Sales and Marketing Team and will be instrumental in our domestic growth plans. We are looking for a genuine self-starter who has the ability, potential, and a thirst to learn and grow as the company does. The role would best suit somebody who has 2-3 years' experience in sales acquisition that can show return on investment.

Responsibilities:

- Supporting the BD Manager in sourcing, developing and establishing B2B and B2C homeowners and partnerships to drive growth
- Carrying out research on a wide variety of companies and contacts across sectors in order to build the new home sales pipeline
- Preparing our sales collateral including documents and proposals to discuss with potential homeowners
- Supporting end-to-end sales including taking initial calls from inbound enquiries and confidently explaining our service and capturing the necessary information, presenting our proposition to homeowners and completing the sale through contract signing and initial onboarding
- Working with the Marketing Team to design and develop homeowner marketing campaigns and associated collateral
- Proactively seeking, researching and implementing other growth opportunities

As a young company, you will have the freedom to drive continuous improvements in how we operate – and we genuinely want you to drive improvements and take the lead, not just take direction.

Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities.

You should love the idea of supporting a team while also being able to work independently. As a small business you will also have a key role to play as a team member in helping us to ensure that our homeowners and guests have a positive and seamless experience.

You must enjoy interacting with customers and partners, demonstrate excellent attention to detail, and be able to multi-task. You will often be the face (digitally, written, and sometimes in person) of UnderTheDoormat and must be comfortable and confident in this role.



What we are looking for:

- Someone who wants to progress their career in sales and marketing
- Someone who thrives under pressure and with constantly changing dynamics
- A people person who thrives on working with others and loves building personal connections that drive growth
- Someone with strong social media experience
- Someone who is organised and detail oriented
- Someone who has strong written, verbal and interpersonal skills who's energetic and focused
- Someone who has a strong desire to expand and acquire new skills

What we offer:

- An exciting and fast-paced environment
- Friendly team and quarterly socials together
- Informal ongoing development and training on other key business skills, such as project management
- Eligibility to be part of the company bonus scheme after passing probation

Our business is going places and we want you to as well. If you're interested in playing a key role in our sales and marketing department, please get in touch at team@underthedoormat.com