

Reporting to: Sales Director
Salary Range: Negotiable
Benefits: Healthcare, car allowance

Sales:

The successful candidate will have to have experience working in a Channel environment with Cisco, HP or IBM.

We are particularly interested in individuals who have sold managed services in to Mid-Market. Roles are available nationwide.

The Person:

- Proven sales experience, preferably selling information technology solutions
- Strong commercial awareness
- Excellent communication and negotiation skills and competent at engaging at Director level
- Committed, ambitious, innovative and thrives on new challenges and targets
- Good administration and planning skills
- Excellent computer skills (Word, Power-point, Excel)

Key Tasks:

- Achieve monthly, quarterly and annual sales gross margin targets.
- Prospecting and creating opportunities.
- Develop relationships and opportunities with clients.
- Build strong working relationships with our key partners to achieve mutual success in joint opportunities.
- Produce in-depth value based proposals in collaboration with our technical architects and partners.
- Present to clients and partners value propositions and solutions.
- Participate in direct marketing campaigns to include; calling clients, generating and qualifying opportunities, logging and updating internal information systems.
- Progress sales through a defined sales process to closure.
- Co-ordinate with the Project and Delivery teams to ensure customer satisfaction and repeat sales.
- Maintain prospect and forecasting tools, client data, business plans and manage own diary.