IT Network & Data Security Consultant – Horley, Surrey - Uncapped Earnings Potential - Company Benefits

This is an exciting opportunity for an experienced and motivated Sales Consultant, wanting an uncapped high return and looking to join a forward thinking and award winning Solutions Provider working within the Data Storage & Virtualisation space.

Company Information
The company is a well-established, independently funded and innovative end-to end Solutions Provider, with an enviable reputation within the market place. Continuing to grow throughout the recent economic climate, the requirement for new staff at all levels is created by continued business growth and the need to expand the current Sales Teams into new market areas, and new office locations.

The Role
Selling a select range select range of Data Storage, Back-Up, DR & Virtualisation Solutions, you will have a high level of current knowledge and proven multi-vendor experience within these areas.

Requirements

- Proven and demonstrable track record in the successful consultative solution selling from Tier 1 & Tier 2 Storage and related Software Vendors.
- A good working knowledge and understanding of storage protocols employed in these environments such as NFS, CIFS, FCP & iSCSI.
- The applicant must have a 'Hunter' and not 'Farmer' approach to new business generation and be able to identify, prospect and qualify new sales opportunities.
- Build and strengthen business relationship with both new prospective and existing customers.
- Prepare effective formal written sales proposals or presentations and deliver these professionally to prospective customers, alongside regular pipeline and update reports to management on a weekly basis.
- Employ an effective proposal closing strategy.
- Maintain and develop on-going account management for future “add on” sales opportunities.
- A minimum of 2 years’ experience selling into larger SME & Enterprise organisations.

- To have completed the respective vendor training programmes and be certificated to the required level with a desire to continue to expand your certifications and knowledge.

- Work closely with the marketing team to discuss and suggest Storage campaigns both directly and through joint vendor collaboration.

Salary & Benefits
Based from the company's Head Office in Horley, Surrey, although frequent travel to and from client meetings will also be required to facilitate the sales process.

Competitive Basic Salary + Commission Package OTE £60k+ - Company Private Medical Scheme*

Interested?
Please contact Nigel May now on 01293 400 720 or email a copy of your CV to nigelm@qual.co.uk and he will contact you. All applications will be dealt with in the strictest confidence.