

JOB TITLE

IT Field Sales Executive - Uncapped Earnings Potential - Company Benefits

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 despite the current economic climate, the requirements for new Sales Consultants is created by continued business growth and the need to expand the current Sales Team into new market areas.

The Role

This is a varied and exciting Field Sales & Business Development role split between visiting existing accounts to maximise all possible revenue streams whilst pro-actively uncovering new business opportunities from a variety of resources. You will benefit from working within a well-supported sales and technical team, with the aim of nurturing, growing and maintaining face-to-face client relationships to help build a solid business partnership with both existing and new clients to continually grow revenue streams.

Requirements

You will have a proven and demonstrable Field Sales background ideally from within the IT Solution and Services sector, and be versed in the Storage, Security and General Solution sale arenas. We would also be happy to view CV's from experienced and enthusiastic candidates from similar industry sectors and sales background that have a history of exceeding set monthly & quarterly targets. In return the successful candidate will join a leading and reputable company, where your efforts will be recognised and rewarded within an uncapped commission structure. The successful candidate will be directly responsible for managing their daily diary and booking customer meetings with both new and long standing clients, in order to maximise all possible sales and lead opportunities. The role will be backed up by internal Technical Pre-Sales, Account Managers and Consultants all with a wealth of experience within their respective areas arenas. The role reports directly to the Sales & Operations Director.

Salary & Benefits

Based from either the company's Horley, Head Office in Surrey or branch office in Theale, Berkshire, frequent travel to and from client meetings will also be required to facilitate the sales process so a full valid UK driving licence is required.

Competitive Basic Salary + Commission Package - Company Private Medical Scheme*

Interested?

Please contact HR now on 01293 400 720 or email a copy of your CV to joinus@qual.co.uk and we will contact you. All applications will be dealt with in the strictest confidence.