

## JOB TITLE

### IT Network & Data Security Consultant - 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 an expanding, forward thinking and award winning Solutions Provider working within the Data & Network Security 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 despite the current economic climate, the requirements for new Consultants is created by continued business growth and the need to expand the current Sales Team into new vertical market areas from both our Horley, Head Office in Surrey and new branch office in Theale, Berkshire.

## The Role

Selling a select range of Tier 1 & Tier 2 appliance, software & SAAS based Data & Network Security products. You will have high level of current knowledge and proven multi-vendor experience within these areas, with experience across a range of verticals selling at C level covering solutions based around Endpoint, Network/Perimeter & Virtualisation Security. You will also have a demonstrable understanding of Network & Data Security best practice, as well as up to date knowledge of IT Governance Risk and Compliance

## Requirements

- ✓ Proven and demonstrable track record in the successful consultative solution selling from Tier 1 & Tier 2 Network Security and related Software Vendors.
- ✓ A working knowledge and understanding of security protocols and legal requirements employed within these environments.
- ✓ 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 at C level 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 your Divisional Manager alongside 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 - 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](mailto:joinus@qual.co.uk) and we will contact you. All applications will be dealt with in the strictest confidence.