

## IT Sales & Business Development – London, City - Uncapped Earnings Potential - Company Benefits

This is an exciting opportunity for an experienced and motivated IT Sales Person/Account Manager, wanting an uncapped high return and looking to join a forward thinking and award winning Solutions Provider working within a fast paced IT Sales environment.

### 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 requirements 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

This is a varied role split between uncovering exciting new business opportunities and rekindling older existing accounts. You will benefit from working in this fast-paced environment and will need to implement a 'hunter-style' approach to win new business through e-marketing campaigns, web site visits, lead development, cold calling and relationship building.

### Requirements

You must have at least 2 years B2B experience working for an IT Solutions Provider/Reseller or any similar sales background from another market sector, where you have sold a range of products and services to business end-users. To fully benefit from this opportunity you should ideally have a proven track record where you worked on a targeted GP monthly sales level, with an excellent telephone manner and a 'go-getting, can do' approach to Sales, Business Development and Account Base building.

### Salary & Benefits

Based from the company's new London City office, although frequent travel to and from client meetings will also be required to facilitate the sales process.

**Basic Salary & Commission Package (£30k +OTE) + 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](mailto:nigelm@qual.co.uk) and he will contact you. All applications will be dealt with in the strictest confidence.