

JUNIOR SALES EXECUTIVE

Summary

We are an expanding Systems Integrator and IT Services company based in the Essex/Herts area. we are looking for Trainee Sales Executives to join our dynamic team.

The purpose of the role is to maximise order intake through existing clients and new named accounts, promoting all products and services within strategic vertical markets specifically Education, Central and Local Government, MoD, NHS, SME and Corporates.

The company offers a broad range of enterprise IT technology from vendors such as CISCO, DELL, HP, TOSHIBA and MICROSOFT but also encourages all IT solutions and services that may not be currently offered, to be added to their current portfolio within Government Framework contracts.

The company delivers end-to-end IT solutions making this an exciting opportunity to up-sell into many different areas.

The Person:

The role would suit ambitious hunters who are tenacious and self-motivated; or an individual looking for that new challenge in sales. The current vacancies are ideal for people who have perhaps had a taste of Sales or Account Managing and are looking to develop their Sales careers as key members of the Team.

In return the company offers achievable targets, a generous bonus structure, with many opportunities for reoccurring revenues to boost earnings. The company encourages all staff to develop and grow within the business. Ongoing training is essential for development and is actively encouraged.

To support the sales effort, we have technical and sales admin support teams.

Finally, if you are a confident, motivated, go getter, and can answer yes to the following, it's worth a call.

- A broad understanding of the business benefits of modern IT
- An entrepreneurial approach
- Personable and presentable team player
- Excellent written and verbal communications
- Full clean UK driving license essential
- Organised self-starter, able to plan and prioritise your own workload
- An enthusiasm for IT and customer service, and a keenness to understand new technologies
- A good working of knowledge Microsoft Word, Excel and PowerPoint and,
- An ability to turn clients into long term relationships

Technical knowledge of IT products and services a definite advantage.

We want to ensure that all employees, future employees and applicants to Akhter Computers Ltd are treated equally regardless of age, gender, marital or civil partnership status, colour, ethnic or national origin, culture, religious belief, philosophical belief, political opinion, disability, gender identity, gender reassignment or sexual orientation.