



## **Field Sales Executive** **Salary £20,000 + Commission**

**July 2022**

We are an expanding Systems Integrator and IT Services Solution Provider based in the Essex/Herts area. we are looking for a Field Sales Executive 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, Blue Light, SME and Corporates.

The company offers a broad range of enterprise IT technology and Solutions from vendors such as, 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 a sales professional who is a tenacious and self-motivated individual looking for that new challenge in sales, generating new business, as well as ensuring existing clients are fully serviced, and new offers and proposals put forward. The current vacancy is ideal for people someone who is looking to develop their Field Sales career as a key member of the Sales Team.

The job holder will be required to travel to meet with new and existing clients. Each working day is never the same and so for this role, you will need to be flexible in your approach to your working hours.

In return, the company offers achievable targets, a generous bonus structure, with many opportunities for recurring 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.

### Key skills and qualifications of a Field Sales Executive

- Commercially aware and a broad understanding of the business benefits of modern I.T. technical knowledge of products and services.
- An entrepreneurial approach
- Personable and presentable team player
- Excellent negotiating skills are an absolute must in sales, as well as the ability to think on your feet and problem solve
- Exceptional written and verbal interpersonal and communication skills
- Full clean UK driving license/car owner 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 Office 365 is essential
- An ability to turn clients into long term relationships

Car parking on site.

We want to ensure that all employees, future employees and applicants to Akhter Computers and its subsidiaries 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.

If you are interested in applying for this role please send your cv and covering letter to [Jackie.dickinson@akhter.co.uk](mailto:Jackie.dickinson@akhter.co.uk)