

Sales Executive (Manager Designate)
CCS 2000 Ltd, based Ripon, North Yorkshire or home-based
Job Description & Outline of Role

The Role

The company is seeking to recruit a self-starting sales executive to grow the business aggressively. The company ethos is “the Customer is King”, and the successful candidate will be expected to lead by example in this regard.

Duties

The successful candidate will build the business by identifying and selling to prospects; you will also maintain relationships with existing and new clients. Your duties will include:

- Identifying business opportunities and prospects
- Selling company core services and products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintaining relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Contributing to the team effort by accomplishing related results as needed.
- Work with the marketing director who will assist in promoting the business
- Manage and conduct all sales activities
- Work with technical team as necessary

In short, get on the phone, get in the car, go and get the business.

The geographical spread is limited to the ability of technical staff to attend premises within the terms of service level agreements, so typically within a 3 hour drive. With offices in Ripon and Newcastle-upon-Tyne this gives a wide catchment area.

Skills, Education, Experience

You will be granted considerable autonomy in this position, therefore you must be a self-starter, self-motivating and highly reliable individual. We are seeking a person with the following traits:

- Demonstrable track record of sales growth achievement
- Target-driven
- Degree calibre
- Three to five years in a sales representative role; within IT industry preferred.
- Prior management experience or demonstrated willingness and ability to learn management basics.
- Strong intrapersonal skills.

- Exceptional written and verbal communication skills.
- Familiarity with CRM systems and usage
- Hardworking, persistent, and dependable.
- Positive and enthusiastic.

Package

Salary: Basic £24,000; OTE £60,000 uncapped

Company Car

Mobile Phone (or just SIM card if you prefer your own phone) and Laptop

Targets will be set to be tough but achievable.

Application Process

Applicants should send a covering letter explaining why you consider yourself suitable for the role, and how you would grow the business. You should also send your current C.V. Apply by email to guy.phoenix@ccs2000.co.uk. You must also confirm you have full UK-employment rights. Applicants who fail to follow these guidelines will be disregarded and will not receive a response.

Order-takers should not apply.

About CCS 2000

CCS (Complete Computer Services) 2000 is a North-Yorkshire IT Support provider that has been successfully providing computer and IT services for over 25 years.

Our merger with Fresh Mango Technologies has expanded our resources, adding to our local IT support team a large pool of technicians in different time zones to provide extended remote support hours. We have offices in Ripon, Newcastle-Upon-Tyne and the British Virgin Islands, with servers and equipment located in even more locations (including the U.S. and Jersey).

CCS was built on repeat business and personal recommendations and so customer satisfaction is key to everything we do. Our clients range from small and medium size organisations up to large multinational businesses.

We pride ourselves on rapid response and our friendly, professional, highly qualified engineers are trained to understand our client needs and deliver sound advice and the right solution first time.

We have also created various strategic partnerships with IT providers, including Microsoft, Dell, HP and many more to ensure we can offer our customers the best value for money.