

III Sales Executive - Job Description

Reports to	Sales Manager
Department	Sales
Role Type	Full Time Permanent
Direct Reports	No
Salary	£25k – £45k per annum (OTE £100,000)

Overview of the Role

We are seeking an enthusiastic and self-motivated Sales Executive to join our dynamic sales team. As a Sales Executive, you will play a crucial role in driving revenue growth by identifying and engaging potential clients, promoting our range of Services, and assisting in closing deals. This is an excellent opportunity for someone who is passionate about technology, eager to learn, and looking to jumpstart their career in sales within the IT industry.

The role will involve client meetings remotely and face to face within the UK.

The opportunity

The opportunity is working with an exciting, dynamic, and growing business. You will play a key role in helping implement our business plan and strategic direction. We provide a full range of IT Managed Services to customers ranging from complete outsourcing to supporting an existing team or third party. VMhosts are a leading partner with strategic vendors in the Data Centre space such as VMware, Microsoft, Veeam and HPE, and have a strong heritage in delivering these technologies across the public and private sector. VMhosts also provide various services from our state-of-the-art platform built, deployed, and managed solely within the UK.

Responsibilities

The main responsibilities are detailed below, although the post holder would also be expected to perform any other duties which might reasonably be required by the business.

- **Prospecting and Lead Generation:** Research and identify potential clients within the target market segments. Use various tools and techniques to generate leads, such as cold calling, email campaigns, and networking events.
- **Generate sales** within existing and new client accounts, including upselling and cross-selling.
- **Product Knowledge:** Develop a strong understanding of our IT solutions and services. Clearly articulate the value proposition and benefits to potential clients, tailoring your approach to their specific needs.
- **Client Engagement:** Initiate and maintain meaningful conversations with potential clients. Present our products and Services in a compelling manner, addressing any arising questions or concerns.
- **Relationship Building:** Build and nurture relationships with clients, understanding their business challenges and goals. Maintain regular communication to stay updated on their needs and provide appropriate solutions.

- **Sales Process Support:** Assist senior sales team members in all stages of the sales process, from initial contact to contract negotiation and closure. Collaborate with the team to strategise on effective sales approaches.
- **Market Research:** Stay informed about industry trends, competitors, and emerging technologies. Share insights with the team to enhance our competitive positioning and sales strategies.
- **Sales Documentation:** Prepare and maintain accurate sales records, including lead status, client interactions, and sales activities, in the company's CRM system.
- **Learning and Development:** Continuously educate yourself on our evolving product offerings and the broader IT landscape. Participate in training sessions to improve your sales techniques and product knowledge.
- Ensure ethical approach to all Sales activities.
- Comply with ISO framework.

Knowledge

Essential to have:

- Strong interest in technology and a basic understanding of IT solutions and services.
- Customer-focused with the ability to build rapport and develop lasting client relationships.
- Goal-oriented and driven to meet or exceed sales targets.
- Ability to work collaboratively in a team-oriented environment.

Desirable

- Prior sales experience, even if not in the IT industry, is advantageous.
- An understanding of IT Services
- Exposure to Veeam, VMware and Microsoft products.

Skills

- Proficiency in using CRM software and other sales tools is an advantage.
- Excellent communication skills, both verbal and written.
- Strong organisational skills with attention to detail.
- Presenting internally or customers.
- The ability to prioritise your own workload.
- The ability to use initiative to solve problems.

Personal Attributes

- Have a pragmatic approach to solving problems.
- Must be tolerant and adaptable to change in a fast-moving environment.
- Commercially aware and able to identify opportunities.
- Able to work well individually and within a team environment.
- Persistent and resilient in seeing an issue through to resolution.
- Passionate about helping take our customers on the journey through adoption of new business solutions and technology.

Benefits

- Generous Monthly Commission Plan
- Excellent base Salary
- Regular Company events
- Superb working culture
- 25 days holiday + Bank Holidays