

<b>JOB TITLE:</b>	<b>Job Title: Senior Sales Consultant</b>
<b>Department:</b>	<b>Sales &amp; Marketing</b>
<b>Contract Type:</b>	<b>Permanent</b>
<b>Location:</b>	<b>Offices in London, Peterborough, St Helens</b>

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## **About us**

Charterhouse Group is a multi-award-winning solutions integrator of cloud, connectivity, networking, mobile & security solutions. We're passionate about delivering genuine value to our clients and strive to exceed expectations in everything we do. We have established an industry wide reputation for pushing the boundaries of technology for over 27 years.

Since receiving private equity in 2018 the Company has more than doubled in size over the last 24 months not only through organic growth but also through acquisitions. As Charterhouse continues to acquire, the expansion of the business will lead to great opportunities for the development of exciting and challenging positions and as well as personal career enhancement

We are now looking for a Senior Sales Consultant to join our expanding, fast paced and collaborative team

We offer a fun, innovative and a fast-paced environment where career development, reward and recognition are a priority.

If you want to join a multi award-winning business, passionate about technology and its customers, credible in the market with a stimulating working environment - then we want to speak to you.

## **Our Vision**

Excellence in converged voice and data solutions; creating strong strategic partnerships and delivering a great client experience from a stimulating working environment.

## **Our Values**

Respect, Responsibility, Teamwork, Commitment, Excellence and Passion.

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## **Role Purpose**

As Senior Sales Consultant, you will be responsible for developing new business sales around the UK, as well as managing some existing accounts.

### Roles and Responsibilities

- Identifying and developing new business interests
- Building relationships with accounts and ensuring all sales opportunities are utilised
- Liaising with internal sales representatives regarding lead generation, quotation requests etc.
- Conducting sales and technical presentations
- Preparing a detailed geographical sales strategy to guarantee achievement of targets
- Sustaining an accurate CRM database (Dynamics)
- Maintaining excellent industry and product knowledge and conducting regular analysis of competitors activity, products, and prices

### Required Competencies (Skills, Knowledge, Experience)

- Proven track record of achieving gross margin targets within IT networking-based sales
- Overseeing existing clients and generating new accounts.
- Strong written and verbal communication skills
- Self-motivated and target driven
- Excellent decision-making abilities
- Experience with vendors such as HP (Aruba), Cisco, Extreme, Dell, Juniper and other networking vendors
- full, UK driving licence and own vehicle (car allowance and business mileage is provided).

### Desirable

- Work and proven track record in the public sector
- No Agencies Please.
- Closing date for applications 24<sup>th</sup> April 2021, 5pm.