



## Job Description

Job title	<b>IT Sales Specialist</b>
Department	<b>Sales</b>
Reports to	<b>Managing Director</b>

**Main job functions**

**Note:** In addition to these functions, employees are required to carry out such other duties as may reasonably be required.

- Achieve the agreed monthly targets on a cumulative basis
- To provide a beneficial and commercially enhancing solution to the base and New Name customers of STL, with the ultimate aim of increasing the footprint of STL IT solutions in the customers IT infrastructure
- Manage the customer relationship to build trust and understanding between the Customer and STL
- To work within a defined geographical area focused on all STL solutions
- Maintain and develop customer relationships through having an increasing and valued understanding of the customers business drivers to potential revenue opportunities
- Bring fresh insight to the Customers Business that will help them deliver competitive advantage
- To carry out and co-ordinate solution presentations and demonstrations using all the resources available
- To use the agreed reporting software and input the required data on a timely basis
- To use the Customer Discovery document in all appropriate cases or where asked to
- To produce weekly reports and forecasts to line management on activities and prospects for the purposes of increasing the cross and upsell penetration
- Plan and forecast customer sales activities and customer/prospect contact towards achieving agreed targets
- Continuously develop the relevant knowledge to increase the service levels to STL Customers
- Forecast and present monthly/quarterly sales figures via CRM
- To meet the agreed KPIs

**This role should be complimented with a 30/60-day plan – MBO managed – Focus on IT accreditation/process and pipeline build**



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<b>Job location</b>
Office based one day per week (minimum)
<b>Supervisory responsibilities/Position in structure</b>
<ul style="list-style-type: none"><li>Reporting into the Managing Director</li></ul>
<b>Qualifications/education required</b>
Essential: <ul style="list-style-type: none"><li>A comprehensive knowledge of all current and upcoming IT Business Solutions</li><li>A comprehensive knowledge of the IT Business Drivers and the positive effect that they can have on a customer's business</li></ul>
Desirable: <ul style="list-style-type: none"><li>Educated to A level Standard or equivalent</li><li>Experience in selling connectivity solutions and hosted telephony</li></ul>
<b>Experience required</b>
Essential: <ul style="list-style-type: none"><li>A minimum of 12 months successful experience in Business to Business PBX/IT/Software sales</li><li>Clean UK Driving Licence</li></ul>
Desirable: <ul style="list-style-type: none"><li>Microsoft Accreditation</li></ul>
<b>Specialist training required</b>
Essential: <ul style="list-style-type: none"><li>To hold a valid sales accreditation level on a leading IT vendor solution</li><li>To be accredited on all STL Business Solutions</li></ul>
Desirable: <ul style="list-style-type: none"><li>A good understanding of general data infrastructure</li></ul>