



CHB GLOBAL

International IT Hardware Broker with Foreign Language

Hours of Work - 8:45am – 5:30pm Monday – Friday

Company Profile:

CHB Global Ltd is a young, diverse International Hardware Dealership. Our team are passionate individuals focused on buying and selling new/used hardware. Now in our sixth year we are rapidly expanding our operations in the UK and the Rest of the World across all IT Platforms including: IBM; SUN; Cisco; HP; Dell.

We are recruiting for an International IT Hardware Broker to enhance our vibrant team. Due to our true International reach, the chosen candidate will be fluent in a second language, preferably Chinese, Russian or Portuguese. German as a second language will also be considered if the chosen candidate has a strong sales background. Reporting to the Sales Director, this position will be an exciting opportunity for a commission driven Broker to sound out new and existing business for our rapidly growing company.

Key responsibilities:

- Grasp trading ethos of the Brokerage market
- Keep up to date with product knowledge
- Target market opportunities throughout the Brokerage industry
- Profile the main companies and opportunities in your specific areas to maximise sales opportunities
- Exhibit strategic sales acumen
- Build and develop strong relationships with customers and suppliers for repeat business
- Maintain and enhance the company's outstanding customer service reputation
- Maintain a "hungry for sales" mentality
- Meet and exceed sales targets.

Essential skills and experience required:

- Fluent in a second language; preferably Portuguese, Russian or Chinese. A German candidate will be taken into consideration if they have a proven strong sales background.
- Strong skills in prospecting, and utilizing social media platforms such as LinkedIn
- Demonstrate the necessary skills to negotiate issues with peers and customers using a Win/Win philosophy
- Motivated self-starter with the ability to retain products, creating the demand to close deals
- Passion for IT
- 1+ years of proven success in the IT Brokerage, or similar, industry if you are not a graduate.
- Graduate level education and vocational certifications.
- Proven track record of successful sales in IT equipment and related services and solutions if you have had experience within the industry.

CHB Global Ltd.

Unit4
Neptune Business Centre
Tewkesbury Road
Cheltenham
GL519FB

T: +44 (0) 1242 698 371
E: info@chbglobal.com
W: www.chbglobal.com

Company Details: CHB Global Ltd. Reg No: 77 13 646 VAT No: 118 3316 34
Registered Address: Carrick House, Lypiatt Road, Cheltenham, GL50 2QJ

