



CHB GLOBAL

International IT Networking Broker

- Salary** - Competitive with clear sales levels and uncapped commission
Hours of Work - 8:45am – 5:30pm Monday – Friday
Benefits - 28 days holiday; Pension Contribution; Life Insurance.

Company Profile:

CHB Global Ltd is a young, diverse International Hardware Dealership. Our passionate team specialise in buying and selling new/used computer hardware and other value added services. Now in our fourth 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; Juniper; 3Com; Avaya; Alcatel.

We are recruiting for an International IT Networking Broker to enhance our vibrant team. Reporting to the Sales Manager, this position will be an exciting opportunity for a commission driven Broker with strong experience in sales to sound out new and existing business for our rapidly expanding company. The candidate must have a proven track record of excellent sales expertise and be motivated by targets while maintaining CHB Global's outstanding customer relations.

Key responsibilities:

- Target market opportunities around the Networking platform
- Grasp the trading ethos of the Brokerage market
- Keep up to date with product knowledge
- Leverage available resources to aggressively pursue whilst also showing sales penetration within a targeted list of accounts which will be generated along with leads provided
- Maintain a "hungry for sales" mentality
- 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
- Meet and exceed sales targets.

Essential skills and experience required:

- Proven track record of successful sales in Networking equipment and related services and solutions
- Knowledge of Cisco, Juniper, 3Com, Alcatel, Avaya, and HP Procurve would be an advantage
- 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 articulate network product and business strategies, and create the demand to close deals
- 1+ years of proven success in the IT, or similar, industry
- Experience selling LAN/WAN infrastructure and/or Data Centre/Virtualization/Servers Solutions and /or knowledge of the business customer base preferred
- Graduate level education and vocational certifications would be advantageous.

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