



CHB GLOBAL

Storage Sales Lead

Location - Scotland
Salary - Excellent base salary and uncapped commission
Hours of Work - 8:45am – 5:30pm Monday – Friday
Benefits - 28 days' holiday; Pension Contribution; Private Medical; Life Insurance; Company Mobile Phone and Laptop.

Company Profile:

CHB Global Ltd is an established market leading International Hardware Dealership. Our team are passionate individuals focused on buying and selling new/used hardware on all platforms of IT. We are looking to recruit a driven Storage Sales Lead for our new storage infrastructure sales division. This position will be an exciting opportunity for a customer focused candidate who has the expertise and drive to sound out new business for a diverse and ever expanding company. The chosen candidate, reporting to the Sales Director, will increase sales revenue within the division and have the exciting opportunity to help drive the growth of storage technology and infrastructure solutions for the company. The candidate must have a proven track record of excellent sales expertise within the industry and be motivated by targets while maintaining CHB Global's outstanding customer relations.

Key responsibilities:

- Identify, create, campaign and close IT solution sales within the Scottish and Northern England market place.
- Generate new business and deliver sales growth across a range of storage infrastructure solutions.
- Effectively build, manage and maintain positive long-term relationships with new and existing customers.
- Possess the technical ability to explain and articulate storage infrastructure solutions.
- Interpret and understand customers' requirements in order to provide a structured solution.
- Understand and adapt to the ever evolving market and technology developments.

Essential skills and experience required:

- Minimum of 2 years in the technology sector.
- Proven successful commercial experience within the sales environment.
- Proven track record of revenue generation with the IT/Technology sector, specifically for storage infrastructure solutions.
- A strong understanding of storage computing solutions and emerging trends.
- A self-starter with a clear focus on growing their own business within the company.
- Existing portfolio of clients/leads generating business from the start.
- Excellent knowledge of competitors, products and solutions.
- Excellent Account Management skills, with evidence to show this.
- Excellent communication and negotiating skills: telephone; face to face; written and presentation.
- Experience in planning, owning and delivering multiple sales campaigns.
- Target driven with the ability to thrive under pressure.
- Competitive sales professional who also has the ability to work as a team as well as individually.
- Forward thinking approach.
- Good commercial acumen.

CHB Global Ltd.

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