



CHB GLOBAL

Product Broker

Location – Cheltenham

Salary – Competitive salary with uncapped commission

Hours of Work – 08:45 – 17:30pm Monday – Friday

Benefits – 28 Days' Holiday, Pension Contribution, Perkbox, Childcare Vouchers, Employee of the Month and Personal Phone Insurance, company mobile phone and flexible working hours

Company Profile

This is a great opportunity for an experienced IT purchaser to join our internationally established purchasing team. With clients on every continent across the globe this is a huge opportunity with a vast market to explore. We are an international trader of IT hardware across all platforms including IBM, Netapp, Dell/EMC, HP, Cisco, Juniper etc. Now in our ninth year with offices/ warehouses in England, Scotland, US, Germany, Hong Kong and Australia we are looking for an experienced IT purchaser to join our fast paced, dynamic and expanding business. Working closely with the Sales Director the role will involve account management of current accounts and building relationships with new clients to grow the organisations business. The role requires an experienced IT purchaser. They must be self-confident, proactive and be able to work well by themselves and as part of the team. The ideal candidate must have previous purchasing experience within the IT brokerage industry is preferred, with a history of hitting sales targets and building new business.

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 the market 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:

- Strong skills in prospecting, and utilising social media platforms such as LinkedIn
- Demonstrate the necessary skills to negotiate with peers and customers using a Win/Win philosophy
- Motivated self-starter with the ability to close deals
- Passion for IT

CHB Global Ltd.

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Edinburgh
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- 1 year or more of proven success in the IT sales or similar industry if you are not a graduate
- Graduate level education and vocational certifications would be advantageous

Further information:

If you are interested, please send your CV and cover letter to careers@chbglobal.com.

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