



CHB GLOBAL

End-User Business Development

Location – Edinburgh City Centre

Salary – Competitive

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

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

Company Profile

This is a fantastic opportunity for an experienced salesperson who has previously worked within the IT sector. CHB Global has clients across every continent making us a fast-paced business, not limited to time zones with a vast market to take advantage of. We are an international trader of IT hardware across all platforms including IBM, Netapp, Dell/EMC, HP, Cisco, Juniper etc. We specialise in providing solutions to our clients which includes new infrastructure, support, maintenance and remarketing of their redundant IT hardware. CHB Global are now in our ninth year with offices / warehouses in England, Scotland, US, Germany, Hong Kong and Australia. We are looking for a confident salesperson with a proven track record to join our dynamic and expanding business based in the heart of Edinburgh. Working in the sales team and closely with the Sales Director you will be responsible for selling hardware and services to end users. The role requires a salesperson who has a good knowledge of IT hardware and experience in developing new business and managing accounts.

Key Responsibilities:

- To build and develop new and profitable relationships
- Secure sales opportunities through research, outbound calls, email and LinkedIn
- Identify key decision makers, determining buying readiness and timelines
- Set up and attend meetings with prospective customers
- Communicate new and existing products to prospective clients
- Understand the needs of our customers and effectively respond with a plan of how to meet their needs
- Think strategically and set clear objectives in order to develop and improve business
- Be able to grasp and act quickly upon current market trends
- Develop product knowledge
- Achieve set weekly and monthly KPIs and provide a weekly update to your Line Manager
- Negotiate the best terms possible for CHB Global
- Represent CHB Global professionally and maintain the company's outstanding customer service reputation
- Manage inbound leads generated by marketing
- Have competitor knowledge and understanding
- Attend conferences and follow up with attendees to qualify leads

CHB Global Ltd.

32 Charlotte Square
Edinburgh
EH2 4ET

T: +44 (0) 131 322 9296

E: info@chbglobal.com

W: www.chbglobal.com

Company Details: CHB Global Ltd. **Reg No:** 77 13 643 **VAT No:** 118 331 634

Registered Address: Carrick House, Lypialf Road, Cheltenham, GL50 2QJ



CHB GLOBAL

Essential Skills and Experience Required:

- Graduate level education and/or relevant sales experience
- 2 years' experience of selling IT hardware
- Strong knowledge of IT and able to communicate clearly
- Proven history of hitting sales targets
- Previous experience of new business development and proven track record of developing outbound leads • Confident negotiator
- Strong prospecting skills on LinkedIn and similar platforms in order to generate new business

Further information:

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

Due to the nature of the role with travel being required working remotely is possible.

CHB Global Ltd.

32 Charlotte Square
Edinburgh
EH2 4ET

T: +44 (0) 131 322 9296

E: info@chbglobal.com

W: www.chbglobal.com