



# CHB GLOBAL

## International IT Hardware Broker – With a Foreign Language

**Location** – Edinburgh City Centre

**Salary** – Competitive salary with uncapped commission

**Hours of Work** – 08:45 – 17:30 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:

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 ninth 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 and Dell. We are recruiting for an International IT Hardware Broker with a 2<sup>nd</sup> language to grow our presence in new markets. We are looking for candidates who are fluent in any of the following languages: Japanese, Korean, Spanish, Portuguese, French and Estonian. 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. If you are interested in IT, have experience in trading refurbished hardware, solution selling or similar and are looking for a new opportunity - we are the company for you!

### Key responsibilities:

- Grasp trading ethos of the Brokerage market
- Keep up to date with product knowledge
- Target market opportunities throughout the Brokerage industry
- 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 one of the required foreign languages
- 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 and knowledge of IT hardware
- 1+ years of proven success in the IT Brokerage, or similar, industry if you are not a graduate.
- Graduate level education and vocational certifications.

### CHB Global Ltd.

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