



CHB GLOBAL

ITAD Business Development Manager (ITAD Sales)

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 great opportunity for an experienced ITAD Business Development Manager to join our internationally established IT company. With clients on every continent across the globe this is a huge opportunity with a vast market to explore. CHB Global are an international IT company who specialise in offering full circular solutions to our customers including:

- Secure data wiping (MOD/ DOD level)
- Deinstallation
- Secure quarantine facilities
- Refurbishing IT equipment
- Remarketing of redundant equipment
- Recycling of redundant equipment

We are looking for an experienced ITAD Business Development Manager to join our fast paced, dynamic and expanding business based in the heart of Edinburgh. Working closely with the Sales Director the role will involve account management of current accounts and building relationships with new clients to grow the organisation's business. Working within the sales team and closely with the Sales Director you will be responsible for sourcing new business, account managing existing business and selling our ITAD solutions to customers across the globe.

Key Responsibilities:

- To build and develop new and profitable relationships within the ITAD sector
- 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

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, Lypiall Road, Cheltenham, GL50 2QJ



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- Achieve set weekly and monthly KPIs and provide a weekly update to the Sales Director • Negotiate the best terms possible for CHB Global
- Represent CHB Global professionally and maintain our outstanding customer service reputation
- Work closely with the MD and in-house graphic designer to create innovative campaigns
- Manage inbound leads generated by marketing
- Have competitor knowledge and understanding
- Attend conferences and follow up with attendees to qualify leads

Essential Skills and Experience Required:

- Graduate level education and/or relevant industry experience
- Previous experience working within the ITAD Sector
- 2 years sales experience
- Proven history of hitting sales targets
- Previous experience of new business development
- Strong technical knowledge of IT hardware
- Confident negotiator and good communicator

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.

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