



CHB GLOBAL

ITAD Purchaser

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 purchaser 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 purchaser 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 organisations business. The candidate must be confident, proactive and be able to work well by themselves and as part of the team. The ideal candidate must have previous experience within the IT industry, a proven track record of hitting targets and building new business.

Key Responsibilities:

- Purchase IT hardware of any brand for the sales team to sell
- Manage and maintain positive long-term relationships with new and exciting suppliers
- Identify key decision makers, determining selling readiness and timelines
- Create new opportunities with suppliers
- Set up and attend meetings with prospective suppliers
- Actively source new accounts
- Understand current market trends and develop product knowledge
- Think strategically and set clear objectives in order to develop and improve business
- Achieve set KPI's and provide a weekly update to your Line Manager
- Negotiate the best terms possible for CHB Global
- Support the sales team
- Attend meetings, conferences and follow up with attendees to qualify leads
- Represent CHB Global professionally and maintain our outstanding customer service reputation

CHB Global Ltd.

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Edinburgh
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Essential Skills and Experience Required:

- Graduate level education and/ or relevant industry experience
- Previous experience within the IT Hardware industry
- 2 years plus experience in sales
- Proven history of hitting sales targets
- Excellent communication skills as the role will involve a great deal of internal and external communication, of which most will be international
- Strong negotiation skills
- Previous experience of account management
- Previous experience of new business development
- Experience of dealing with clients over the phone
- Previous experience of cold calling
- Strong prospecting skills on LinkedIn and similar platforms in order to generate new business

Further information:

Due to the nature of the role with travel being required working remotely is possible. If you are interested please send your CV and cover letter to careers@chbglobal.com.

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