



# CHB GLOBAL

## IT 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 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 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. 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:

- Purchase IT hardware across all major vendors for the sales team to sell
- Communicate effectively with the sales team to drive sales and source products in demand
- 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
- Ensure all margins are accurately calculated
- 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  
EH2 4ET

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**E:** [info@chbglobal.com](mailto:info@chbglobal.com)

**W:** [www.chbglobal.com](http://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



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## Essential Skills and Experience Required:

- Graduate level education and/ or relevant sales experience
- 2 years plus experience in purchasing with knowledge of IT hardware being an advantage
- Proven history of hitting 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
- Experience of account management
- Previous experience of new business development
- Previous experience and confident with making cold calling
- 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](mailto:careers@chbglobal.com)

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

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