



CHB GLOBAL

Maintenance and Support 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 IT Maintenance Salesperson to join our internationally established IT Brokerage. CHB Global have clients across every continent, making us a fast paced and exciting organisation to work for. We are an international trader of IT hardware across all platforms including IBM, Netapp, Dell/EMC, HP, Cisco, Juniper etc. We specialise in providing lifecycle solutions to our clients such as ITAD, Data Wiping, Logistics and Maintenance Services. CHB Global are now in our ninth year with offices/ warehouses in England, Scotland, US, Germany, Hong Kong and Australia. We are now looking for an experienced salesperson to join our fast paced, dynamic and expanding business based in the heart of Edinburgh. Working within the sales team and closely with the Sales Director you will be responsible for sourcing, negotiating and selling our maintenance services to clients across the globe. The role requires an experienced salesperson who has a proven track record of generating new business within the IT services industry. You will be required to source new business and sell maintenance services to end users.

Key Responsibilities:

- To build and develop new and profitable relationships with end users
- Gain new partnerships 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 maintenance services 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 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

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, Lypiatt Road, Cheltenham, GL50 2QJ



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Essential Skills and Experience Required:

- Graduate level education and/or relevant sales experience
- 2 years' experience of selling IT services
- Proven history of hitting sales targets
- Previous experience of developing new business
- Strong technical knowledge of IT hardware
- Confident negotiator and good communicator
- 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.

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