



CHB GLOBAL

International IT Networking Broker

Location – Edinburgh

Salary – Competitive salary with uncapped commission

Hours of Work – 08:45 – 17:30pm Monday – Friday

Benefits – 28 Days' Holiday, Pension Contribution, Perkbox, Childcare Vouchers, Personal Phone Insurance and Holiday Purchase Scheme

Company Profile

This is a fantastic opportunity for an experienced Networking Broker who has previously worked within the IT sector. CHB Global has clients across every continent making us a fast-paced business, not limited to time zones with a vast market to take advantage of. We are an international trader of IT hardware across all platforms including IBM, Netapp, Dell/EMC, HP, Cisco, Juniper etc. CHB Global are now in our ninth year with offices / warehouses in England, Scotland, US, Germany, Hong Kong and Australia. We are looking for a confident networking broker with a proven track record to join our dynamic and expanding business based in the heart of Edinburgh. Working in the sales team you will be required to developing strategies for increasing existing and new business. The role requires a networking broker who has a good knowledge of IT hardware and experience of growing their business.

Key responsibilities:

- Target market opportunities around the Networking platform
- Grasp the trading ethos of the Brokerage market
- Keep up to date with product knowledge
- Leverage available resources to aggressively pursue whilst also showing sales penetration within a targeted list of accounts which will be generated along with leads provided
- Maintain a “hungry for sales” mentality
- 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
- Meet and exceed sales targets

Essential skills and experience required:

- Proven track record of successful sales in Networking equipment and related services and solutions
- Knowledge of Cisco, Juniper, 3Com, Alcatel, Avaya, and HP ProCurve would be an advantage
- 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 articulate network product and business strategies, and create the demand to close deals

CHB Global Ltd.

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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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- 1+ years of proven success in the IT, or similar, industry
- Experience selling LAN/WAN infrastructure and/or Data Centre/Virtualization/Servers Solutions and /or knowledge of the business customer base preferred
- Graduate level education and vocational certifications would be advantageous.

Further information:

If you are interested, please send your CV and cover letter to careers@chbglobal.com

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