



# CHB GLOBAL

Product Broker

**Location** – Edinburgh City Centre

**Salary** – Competitive salary with uncapped commission

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

**Benefits** – 28 Days' Holiday, Pension Contribution, Perkbox, Childcare Vouchers, Employee of the Month and Personal Phone Insurance, company mobile phone and flexible working hours

## Company Profile

This is a fantastic opportunity for an experienced Product Manager 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 product 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 responsible for increasing existing and new business. The role requires a product broker who has a good knowledge of IT hardware and experience of hitting targets.

## Key responsibilities:

- Grasp trading ethos of the Brokerage market
- Keep up to date with product knowledge
- Target market opportunities throughout the Brokerage industry
- Profile the main companies and opportunities in the market to maximise sales opportunities • 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
- Maintain a "hungry for sales" mentality
- Meet and exceed sales targets

## Essential skills and experience required:

- Strong skills in prospecting, and utilising social media platforms such as LinkedIn
- Demonstrate the necessary skills to negotiate with peers and customers using a Win/Win philosophy
- Motivated self-starter with the ability to close deals
- Passion for IT
- 1 year or more of proven success in the IT sales or similar industry if you are not a graduate
- Graduate level education and vocational certifications would be advantageous

### CHB Global Ltd.

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Edinburgh  
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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, Lypjall Road, Cheltenham, GL50 2QJ



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**Further information:**

If you are interested, please send your CV and cover letter to [careers@chbglobal.com](mailto:careers@chbglobal.com).

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