



CHB GLOBAL

Sales Manager

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 Sales 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 Sales Manager with a proven track record to join our dynamic and expanding business based in the heart of Edinburgh. Working closely with the Sales Director you will be responsible for managing the Sales team and developing strategies for increasing existing and new business. The role requires a Sales Manager who has a good knowledge of IT hardware and experience of managing and growing a team.

Responsibilities:

- Recruit, lead, manage and develop the team
- Develop strategies for increasing existing business, new business and lapsed accounts
- Provide comprehensive training and development plans for existing and new members of staff
- Measure the teams weekly and monthly performance
- Responsible for team sales meetings including the agendas and 1-2-1 regular staff reviews and performance management
- Daily sales updates and reports, providing a clear and accurate sales forecasts to the Directors
- Manage stock levels and write-downs
- Maintain and enhance the company's outstanding customer service reputation
- Support the Management Team with changes and improvements

CHB Global Ltd.

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Essential Skills and Experience Required:

- Demonstrable record of creating and executing sales growth strategies
- 3 years minimum experience managing sales staff within the IT Industry or similar
- Attention to detail and a methodical approach
- A dynamic, hard-working, self-motivated individual
- Excellent negotiation skills
- Ability to work calmly and efficiently under pressure

Further information:

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

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