



CHB GLOBAL

Storage Sales Lead

Location - Edinburgh

Salary - Excellent base salary and uncapped commission

Hours of Work - 8:45am – 5:30pm Monday – Friday

Benefits - 28 days' holiday; Pension Contribution, Company Mobile Phone, Perkbox, Childcare Vouchers

Company Profile:

This is a fantastic opportunity for an experienced Storage Sales Lead 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 storage sales lead 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 developing strategies for increasing existing and new business.

Key responsibilities:

- Identify, create, campaign and close IT solution sales
- Generate new business and deliver sales growth across a range of storage infrastructure solutions
- Effectively build, manage and maintain positive long-term relationships with new and existing customers
- Possess the technical ability to explain and articulate storage infrastructure solutions
- Interpret and understand customers' requirements in order to provide a structured solution
- Understand and adapt to the ever-evolving market and technology developments

Essential skills and experience required:

- Minimum of 2 years in the technology sector
- Proven successful commercial experience within the sales environment
- Proven track record of revenue generation with the IT/Technology sector, specifically for storage infrastructure solutions
- A strong understanding of storage computing solutions and emerging trends
- A self-starter with a clear focus on growing their own business within the company
- Existing portfolio of clients/leads generating business from the start
- Excellent knowledge of competitors, products and solutions
- Excellent Account Management skills, with evidence to show this
- Excellent communication and negotiating skills: telephone; face to face; written and presentation
- Experience in planning, owning and delivering multiple sales campaigns

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, Lypialf Road, Cheltenham, GL50 2QJ



CHB GLOBAL

- Target driven with the ability to thrive under pressure
- Competitive sales professional who also has the ability to work as a team as well as individually

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.

CHB Global Ltd.

32 Charlotte Square
Edinburgh
EH2 4ET

T: +44 (0)131 322 9296

E: info@chbglobal.com

W: www.chbglobal.com