

Job description

Job title: IT Sales Executive

Location: Surrey

Salary: £22-£26'000 OTE £36-£40'000 uncapped + Benefits

Ref: 16317



LAWSON PRICE CONSULTANTS

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Our client is a European company that develops software in the information technology environment with their main business being the creation of real time cooperation and communications tools. They are committed to technological innovation, security and feasibility with the products they develop and they're undergoing dramatic growth. Current customers include small firms, large companies, financial institutions, government agencies and several multinationals and the products are available in stand-alone licence form as well as Application Service Provider. They seek a talented IT sales person to join them in helping to drive forward the newly opened UK office.

Working in comfortable offices in Guildford, the successful candidate will follow on qualified leads and enquiries provided by a telemarketing team. Using the telephone and internet to demonstrate the products, you will seek to influence decision makers at all levels and across all sectors, answering technical questions and provide a compelling business case for purchase. You will negotiate price and credit terms, prepare contracts and record orders on the CRM system and follow through with after sales support. Within the business you will contribute to product development, marketing and client education programmes.

Your sales experience to date will ideally have been gained in IT, but any relevant sales experience where you can demonstrate the ability to present and close will be considered. You will be a team player, with strong interpersonal and customer care skills and the ability to prioritise a busy workload efficiently and the drive to succeed in a rapidly advancing industry.

All applications will be dealt with in the strictest confidence.

To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk