

IT Sales Executive

Name of Company: vbt
Address: Unit A Glencormack Business Park, Kilmacanogue, Co. Wicklow
Tel: 204 1000
Fax: 204 1002
Contact Name: Tom McKenna
E-mail: tom@vbt.ie
Website: www.vbt.ie

vbt is a dedicated IT Solutions provider specialising in the following IT Solutions:

Network Support, IT Managed Services, Network Installations & Upgrades, Cloud Mail, On-line Backup, Hosted Server Management Solutions, Disaster Recovery & VoIP Phone Solutions

We are recruiting for an experienced Sales Executive to join our Sales and Marketing Team. The team is responsible for achieving set targets and goals from our existing client base, as well as New Business Development.

Candidate Profile:

Candidates ideally should have previous experience and a proven track record in an IT Sales role with an IT Solutions Provider.

- Experience/knowledge of selling IT Network Solutions would be preferable but not essential
- Excellent interpersonal and communication skills with fluent spoken and written English
- Self-motivated with the ability to work as part of a dynamic sales team
- Excellent attention to detail and time-management skills
- Must be team player with strong customer service focus

Role & Responsibilities:

The successful candidate will be responsible for all aspects of the sales cycle from initial contact with client, through to liaising with suppliers to ensure timely delivery of product.

- Generating new leads, acquiring new clients and maintaining existing clients.
- Customer account development to grow revenues from existing clients.
- Develop a personal sales pipeline and achieve planned goals.
- Ensure adequate product knowledge to successfully sell the vbt Product Portfolio
- Ensure excellent customer service is provided to clients

Salary: Competitive OTE salary depending on experience and qualifications.