

JOB TITLE: Senior Sales Executive
REPORTS TO: Sales Director
LOCATION:- Working from home, but to attend meetings at Meridian locations as required
SALARY: Competitive Package

SUMMARY

Meridian IT are looking for an experienced, result -driven sales representative to join the existing team to actively seek out and engage customer prospects.

You will propose appropriate IT solutions to boost top-line revenue growth, profitability and new customer acquisition.

KEY SKILLS

- A minimum of 5 years' experience and proven success in selling IT solutions within the UK commercial sector, and experience in working within the IT reseller community
- A highly motivated and target driven team player
- Commercially astute with excellent selling, communication and negotiating skills at all levels
- Professional approach to creating and delivering presentations, tailored to clients' needs
- Excellent problem-solving, organisational and time-management skills
- Relationship building skills to ensure ongoing sales
- Skills in the main Wintel environments such as Veeam, VMWare, Back-Up, High Availability and Disaster Recovery; knowledge of Public Cloud solutions eg MS Azure, AWS, IBM Cloud

RESPONSIBILITIES

- Drive sales of the whole Meridian portfolio of offerings, with specific emphasis on Intel Cloud/Managed Services, using solid arguments and bringing in sales support resource where appropriate to ensure we have the best chance of winning business
- Establish, develop and maintain key client relationships in a positive manner
- Work with marketing to undertake and active part in marketing campaigns and reach out to customer leads through cold calling where appropriate
- Take part in client service reviews
- Expedite the resolution of client issues to achieve maximum customer satisfaction
- Introduce Meridian specialist team members to opportunities outside of main managed services as they are identified including Software, AI, Cyber Security, vendor specialists
- Achieve agreed sales targets and outcomes within schedule

PERSONAL SKILLS

- Good written and verbal communication skills
- Self-motivated and demonstrate a high level of independent judgement and initiative

EDUCATION/EXPERIENCE

- Technical Sales Accreditations eg Microsoft, VMWare,
- Sales and Presentation Training

INTERESTED AND QUALIFIED CANDIDATES SHOULD SUBMIT THEIR CV AND COVERING LETTER TO
careers@meridianit.co.uk

Meridian IT is an equal opportunity employer. All qualified applicants will receive consideration for employment



without regard to race, colour, religion, sex, national origin or disability.