



JOB TITLE: SENIOR SALES

JOB LOCATION: HARROGATE

LAST UPDATED: APRIL 2018

BACKGROUND OF ROLE

InTechnology WiFi UK is a fast paced, expanding Company which provides optimised wireless broadband solutions for stadiums, telecom operators, smart cities, security, and enterprise customers and specialises in:

- Applications
- Wireless environments

A new role has arisen within the Sales Department and we are seeking an assertive candidate with vast sales experience in the IT industry, particularly in WiFi and WiFi solutions and digital engagement. The ideal candidate must have a demonstrated track record in identifying business opportunities, experience of working with local authorities, selling to local councils, negotiating terms and generating profitable revenue in their current or former roles.

Candidates must also have the ability to secure meetings with key decision makers in targeted organisations (both public and private sectors).

ROLE RESPONSIBILITIES

Responsibilities will include but are not restricted to the following:

- Building up a pipeline using own initiative
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs, either from leads generated personally or by the Marketing team: making follow up calls, conducting new business presentations, making customer visits etc
- Maintaining and Developing existing customer relationships to ensure orders/contracts are renewed
- Working to achieve both individual and team targets (agreed) within budgetary constraints
- Updating and maintaining Salesforce
- Producing monthly forecast reports and statistics, as required by the CEO/Sales Director
- Adhering to InTechnology procedures and completing necessary documentation
- Achieve growth and hit sales targets by successfully selling the company's portfolio of products and software solutions.
- Design and implement a strategic business plan that expands the company's customer base and ensure its place as the market leader.
- Present sales and revenue reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Work closely with inter-departmental groups across the business to ensure efficient and timely delivery of all customer projects.

DESIRED SKILLS & EXPERIENCE

- Experience of working with local authorities
- Experience of selling to local councils
- Strong track record in new business

- Strong track record of over achievement
- Sold WiFi products or related IT technology solutions, including small cells and telecommunications
- Proven pedigree selling into Public sectors
- Must be able to work in a start-up mode environment
- Track record of success in quota carrying field sales role
- Experience developing opportunity analysis and benefits for prospective customers
- Proven ability to manage contract negotiations and relationships
- Be a critical and analytical thinker
- Capable of winning and maintaining key strategic accounts
- Ability to work collaboratively with other sales teams in the organization and technical partners
- Excellent written, verbal and presentation skills, very strong organisational skills and the ability to multi-task priorities and projects while balancing short and long term objectives
- Understanding procurement of the public sector
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Committed to continuous education and market awareness through own initiative
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organisation
- Proven ability to drive the sales process from plan to close
- In-depth market knowledge of the telecommunications industry including, but not limited to, Wi-Fi, LAN, PTP/PTMP, IoT, 4G-LTE etc.
- Strong business sense and industry expertise

PERSON SPECIFICATION

We believe that the following personal attributes are essential to succeed in this role:

- Target-orientated/Results-focused
- Highly motivated, with a pro-active approach to workload
- Confident and positive personality
- Determined approach
- Able to work on own initiative
- Intelligent and keen to learn new skills
- Team player

ISO

Responsible for ensuring that they are aware of the security policies and procedures of the Information Security Management System (ISO27001) and how these specifically relate to the information resources they have access to.

All security events, whether suspected or actual, must be reported immediately to the Information Security Manager on detection, without exception, including underperforming or broken processes that may lead to information leakage or a security breach.