

Experienced Technology Focused Salesperson

Salary: Negotiable depending on experience plus car allowance and benefits.

JMC IT is one of the region's premier IT solutions providers. Established for 30 years, privately owned, and profitable, the Company is passionate about both its clients and its people. Average length of service is 10 years and the Company is currently rated 9th Best Small Company to Work for in the UK by The Sunday Times.

We are delighted to offer an opportunity for an experienced Salesperson to join our existing well established Manchester based sales team.

The role is new business focussed, taking JMC IT's extensive range of technology solutions, including LAN's, WAN's, Storage, Security, Mobility, and UC to companies typically with 20 – 500 employees.

The candidate should:

- Have proven experience selling IT solutions into the SMB space;
- Be a self-starter, able to drive and manage their own campaigns and activities;
- Have a demonstrable and proven track record of delivering £20k-£30k margin per month;
- Be conversant in today's technology, relevant in the target sector, from the likes of Microsoft, Dell, Cisco and Citrix;
- Be an enthusiastic advocate of the rapidly changing IT environment and able to describe new concepts and their business benefits in a manner understandable to non IT literate business managers;
- Having experience of, and familiarisation with, selling Cloud and annuity based solutions would be an advantage.

It is essential that candidates have excellent interpersonal skills and are fanatical about providing first class client service. Being able to work independently, and as part of a team of professionals, is a must.

The position will be both challenging and rewarding for the right candidate.

JMC IT is an equal opportunities employer. All employment offers are subject to satisfactory standard CRB, HM Treasury and reference checks.

NO AGENCIES.