

Associate Sales Executive

Job ID: RL011

Position Type

Contract

Location

Reporting to Totton HQ

Business Unit

Sales Team

Amicus ITS are leaders in the field of Managed Services and we are always looking out for talented people to work with us. We are currently going through a period of sustained growth and entering into new and exciting markets. We are therefore very interested in talking to you if you are an experienced Sales Executive who would like to work with us on a retained Associate basis where you can use your skills, contacts and experience in combination with a market leading managed service provider to provide the optimum outcome for new customers.

Roles & Responsibility

The Associate Sales Executives within Amicus ITS are part of a team which is responsible for introducing Amicus ITS to new business relationships, closing sales orders and general commercial account management. We are looking for individuals who operate across the UK, delivering sales in accordance with 4 key elements of the company strategic plan:

- To seek, identify and secure new business opportunities for managed service solutions to mid tier corporate and public sector accounts.
- To seek, identify and secure new business opportunities for specialised and industry leading IT systems, services and solutions to mid tier corporate and public sector accounts.
- To manage new customer accounts to maximise revenue opportunities and ensure the client is receiving the optimum level of support.
- To manage the sales process from sourcing and identifying leads/opportunities, through to completing proposals, securing the business and successfully handing over to operational colleagues.

The Associate Sales Executives also provide technical, practical and project support to customers, and work in close liaison with the Amicus ITS operational teams to ensure that sales, operational and business performance targets are achieved.

Broad Job Requirements:

Sales Lead Creation and Pipeline Management:

- Identify new (cold) business opportunities via multiple methods i.e. researching the external market, utilisation of personal network, networking events, word of mouth, etc.
- Using the approved pricing models, build a comprehensive list of prospective sales opportunities with identified prospects/clients. This could include, but is not limited to the following:
 1. Managed Services
 2. Hardware & Software sales
 3. Professional Services

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Ref:

- Be responsible for acting as the focal point of sales for complex and detailed projects, ensuring that the sales process is managed effectively.

Sales:

- Follow-up and take ownership of new leads and enquiries. Regularly update status on each lead to Director of Sales
- Meeting with single and multiple stakeholders within new prospects to demonstrate products and services, establish needs and requirements, identify key decision makers and establish sales cycle timescales
- Liaise with other Amicus ITS departments to assist in determining the best solution for each prospective customer
- Review and deliver customer proposals
- Working with multiple stakeholders within each prospective customer to cultivate support for the project from inception to closure of sale
- Negotiation of contracts where necessary - within departmental guidelines and in conjunction with the Director of Sales and Senior Management team
- Collation of inputs to, and participation in, any required Capital Sign-off processes

Pre-Sales Project Support:

- Liaise with other Amicus ITS departments to identify & collate project requirements for new managed services, product and software installations. This includes but is not limited to:
- Consultancy services to establish technical requirements
- Service centre to understand their operational requirements
- Network Operations Centre for monitoring requirements
- Creation & delivery of proposals to customers
- Collation, documentation and submission of inputs to relevant internal processes for approval and sign-off

Post-Sales Project Support:

- Liaison with internal teams as necessary to action a 'live' project
- Co-ordination of and (as appropriate) participation in post-sales meetings with internal and external stakeholders during product/service installation phases to ensure to ensure an effective launch

Sales Demonstrations:

- Demonstration of Amicus ITS services and solutions to relevant stakeholders at various locations when required
- Demonstration of Amicus ITS services and solutions at conferences, exhibitions and events, as required

Essential Skills and Experience:

Commercial Experience:

- Demonstrable track record of success for a minimum of 5 years in a senior level sales position within a commercial IT services and/or IT managed services provider
- Previous commercial success in a multiple stakeholder account environment, with IT Managed Service sales experience an essential requirement
- Broad knowledge of public sector and corporate sector policies and procedures
- Previous experience of working in a cross-functional environment, and building successful relationships with cross-functional teams
- Ability to demonstrate previous success in achieving sales targets and closing sales.
- Previous experience in a commercial environment of project planning and successful implementation

- Previous experience of establishing and developing customer relationships to a senior (C) level
- Highly IT Literate, with experience in a CRM system such as MS Dynamics or a bespoke equivalent, and a good degree of competency in MS Office packages to include Excel, Word, MS Project and PowerPoint

Personal Skills and Attributes:

- Strong and confident communicator, with the ability to communicate with others in a professional and businesslike manner
- Demonstrable presentation and negotiation skills to a high level, with the ability to influence and inspire others
- Highly self-motivated, with the desire to succeed and meet both personal and professional goals
- Able to work confidently to meet targets in a structured manner
- Able to take a planned and organised approach to workload, and prioritise urgent tasks effectively in order to meet deadlines
- High levels of commitment, with the willingness to contribute additional effort if required
- Ability to work as a genuine team player (not just within the sales function) to maximise all opportunities

Reporting Relationships

Reporting to: Director of Sales

Other

This document describes the principle purpose and main elements of the role. It is a guide to the nature and main duties of the role as they exist currently, but is not intended as a wholly comprehensive or permanent schedule and does not form part of the contract of employment.

Legal Requirements

The post-holder must be entitled to live and work in the UK. Employment may therefore be subject to the satisfactory completion of a security check. Must have clean UK driving license.

Environment Requirements

The position entails extensive travel in the UK, and periodic overnight stays. A full, clean UK driving license is essential.

Health & Safety

All employees must observe & comply with Amicus ITS' policies and procedures for Health & Safety.

Equal Opportunities

Amicus ITS strives to be an Equal Opportunities employer. All employees must observe and continually promote equal opportunities in compliance with Amicus ITS' aims and objectives.

Apply for this job:

To apply, please email your CV, quoting the Job ID and Job Title, with a brief cover letter to technology.recruitment@amicusits.co.uk.