



ZEN INTERNET PERSON SPECIFICATION

JOB ROLE: Sales Consultant – Web Solutions

As a member of Zen Internet's successful Web Solutions team you will be responsible for selling a comprehensive range of search engine promotion products and small business websites to existing Zen customers, as well as sourcing new business opportunities.

Working as part of a dynamic and focussed team your role will involve a mixture of business development and account management. You will be responsible for identifying opportunities with new customers to increase business as well as managing the accounts you have acquired. Success will be based on forming strong working relationships with key decision makers for a dedicated set of accounts by providing sound information and advice, identifying needs and providing the right solution. The ability to cross-sell, negotiate & close will be the key to your success.

This is an opportunity to work in a dynamic and exciting marketplace and in a friendly team environment.

Specific duties and responsibilities include:-

- Technical sales - dealing with a wide range of enquiries and providing optimum solutions for individual requirements via telephone and face to face
- Preparation of quotes and proposals
- Qualification of leads
- Account Management
- Provide feedback on customer trends and requirements
- Input into sales strategy

The ideal candidate will have a proven track record selling IT products in a business-to-business environment (or a good solid track record in another sector) and will possess the ability to manage and develop business from prospective and existing customers. Excellent presentation, communication and customer service skills are paramount to succeed in this role. This is not an aggressive sales role however; you must have a proactive, dedicated and self motivated attitude.

PERSON SPECIFICATION: SALES CONSULTANT – WEB SOLUTIONS

	ESSENTIAL REQUIREMENT	DESIRABLE REQUIREMENT
QUALIFICATIONS and EXPERIENCE	Experience in a B2B Sales role.	
		Experience in IT solutions Sales (products & services).
SKILLS REQUIRED	Able to converse clearly and concisely over the phone.	
	Appears confident; assertive BUT NOT AGGRESSIVE in all internal/external dealings.	
	Ability to analyse customer needs and recommend solutions which meet these needs across their organisation as a whole.	
	Technical aptitude.	
	Excellent organisational skills.	
	Ability to work on own initiative.	
	Excellent time management skills.	
ASPIRATIONS	Desire to develop a career in sales	
DISPOSITION/ MOTIVATION	Ability to deal with difficult clients/situations in patient & friendly manner.	
	Willingness to learn.	
	Clear demonstration of an interest in Internet technologies.	
OTHER	Eligible to work in the UK. Driving License & Own car (Expensed mileage @ 40p/mile)	

Starting Salary: Circa £20k basic + (realistic circa £26k OTE), plus Benefits

Benefits:

- Salary reviewed every 6 months
- Investment in training
- Optional Group Pension Plan with employer contributions
- Optional opportunity to join a Medicash scheme at Corporate discounted rates
- Company laptop
- Company mobile phone
- 22 days annual leave, rising to a maximum of 28 days – dependent upon service
- Free Home Broadband Account; and Discounted Products and Services
- Free car parking
- Discretionary annual bonus, payable in December, dependent upon company performance
- Notice Period: one month

Hours:

37.5 hours per week, 9am - 5pm, Monday to Friday