

## Sales Executive

**Salary: Dependant on experience**

We are a leading regional IT Solutions Provider and Sage Accredited Business Partner based in Hull. We are looking for an experienced Sales Executive to join our growing Sales team, providing advice, guidance, and proposals for solutions to businesses including sage solutions, servers, desktop and network based solutions.

You must have experience working in a sales role, have excellent customer service skills, be solution focused and be able to work to deadlines. You may be required to travel to visit potential so candidates, should possess a full driving license.

As part of this role the successful candidate will be involved in the day to day sales process for existing our client base and prospect clients.

As is the nature of Sales department you may be required to be flexible at times as you may be asked to work outside normal office hours to meet the needs of customers.

The successful candidate will also be offered opportunities for additional earnings in the form of sales commission and reward schemes.

As a member of our team you will be responsible for

- Delivering results regarding Solution Sales
- Onsite Sales Meetings
- Management of the CRM Database, your own sales opportunities.
- Preparing and sending proposal's
- Prospect calling from Lead Gen Software
- Attend Networking and Exhibition Events
- Process Sales Paperwork

Experience working with the following systems would be beneficial:

- Microsoft Office applications
- Customer Relationship Management Database
- Sage Solution Sales
- IT Solution Sales

The organisation is willing to provide the successful candidate with training if they can demonstrate a good general understanding of sales techniques.

**Job Type:** Permanent

**Working Hours:** Full Time – 40 Hrs. Mon-Fri

**Required experience:**

- Minimum of 2 years Sales Experience

For any details regarding any careers available at Reality Solutions please email:

[Job.openings@realitysolutions.co.uk](mailto:Job.openings@realitysolutions.co.uk)