

## Job Title: Sales Executive

**Location:** Full-time from the office in Whitefield, Manchester or Maldon, Essex

**Salary:** £25,000 to £30,000 per annum (dependent on experience), plus an open-ended commission plan

**Reporting to:** Business Development Manager (Hardware)

### *About Us*

We are a high growth fast paced leading end-of-life IT Asset Management business dedicated to managing all aspects of technology and data securely and sustainably. We guarantee client data security to the highest Government standards, emphasising re-use and revenue generation. Our services range from organisation-wide desktop refreshes and data centre to Cloud migrations to BAU disposal requirements, ensuring complete compliance with GDPR and WEEE legislation. We are honoured to have received the distinguished King's Award for Enterprise: Promoting Opportunity 2024. This esteemed recognition celebrates our innovative prison recycling program which has not only significantly contributed to environmental sustainability but has also facilitated the successful reintegration of prisoners into society.

### *Our Mission*

We are committed to delivering social value through end-of-life IT, providing second chances for both equipment and people within our business and community. Being part of our team means contributing to meaningful change, from our prison workshop initiatives to continual service improvements.

### *Role Overview*

As a Sales Executive supporting the Business Development Manager (Hardware), you will play a key role in our growth strategy by assisting in the identification and capitalisation on new business opportunities. Your role will be to sell refurbished IT in a competitive market and will require you to adapt and shape practices to suit demand. Your responsibilities will include:

- **Client Acquisition Support:** Assist in seeking out new business opportunities and potential clients to expand our customer base.
- **Sales Support and Account Management:** Support the BDM in building and maintaining strong relationships with existing and new clients.
- **Technical Sales Assistance:** Help identify client needs and recommend suitable equipment to meet customer requirements.

#### *Manchester Office*

59 Stanley Road, Whitefield, Manchester, M45 8GZ

 0161 777 1000  [service@tier1.com](mailto:service@tier1.com)

Co. Reg No: 03708416 VAT No: 588 88 28 53

#### *Maldon Office*

1-3 Baltic Wharf, Station Road, Maldon, Essex, CM9 4LQ

 01621 484 380  [service@tier1.com](mailto:service@tier1.com)

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- **Customer Relationship Management:** Assist in maintaining and strengthening relationships with existing clients, ensuring high levels of customer satisfaction and repeat business.
- **Sales Reporting:** Assist in preparing periodic sales forecasts, reports, and analyses for the BDM and Hardware Sales Manager.

### *What We're Looking For*

We are seeking an ambitious and dynamic Sales Executive with a background in sales and account management. The ideal candidate will have:

- **Experience:** At least 1-2 years of experience in sales and account management, ideally in the tech or hardware industry.
- **Customer List:** An established customer list is a plus.
- **Computer Literacy:** Proficiency in using various software applications and sales tools.
- **Ambition:** A strong desire to achieve and exceed sales targets, coupled with a proactive approach to identifying new business opportunities.
- **Organisation:** Exceptional organisational skills to manage multiple tasks and client accounts effectively.
- **Self-Motivation:** Ability to work independently, set goals, and stay motivated to achieve them.
- **Outgoing Personality:** Excellent interpersonal skills to build and maintain relationships with clients and colleagues.

### *Benefits*

- Competitive salary ranging from £25,000 to £30,000 per annum, dependent on experience.
- Open-ended commission plan offering significant earning potential.
- Opportunity to work with a dynamic and growing company committed to sustainability and social value.

Join us to make a tangible impact in the IT circular economy by driving sales, building client relationships, and contributing to our mission of sustainability and social value.

**Sound like you? We'd love to hear from you!**

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