

## **IT Sales Executive, Hemel Hempstead - Top 3 Managed Cloud Computing Company £20,000 (£30,000 OTE)**

UnitedHosting has been providing high quality managed hosting solutions since 1998 and is part of iomart Group PLC. Our customers range from small personal website accounts right through to large private and public sector organisations requiring enterprise grade hosting solutions. We pride ourselves on delivering rock solid managed hosting backed by a 24x7 team of people who care about our customers and the solutions they depend on. We are looking for a driven and ambitious individual to join our growing sales team. You'll be assisting existing members of the team and dealing with queries from new as well as existing customers.

### **Job Responsibilities**

- Contacting existing customers who require upgrades services and upselling.
- Interpreting technical reports to identify a suitable upgrade for each customer.
- Explaining to the customer in terms they can understand why upgrade is required and the benefits they will see.
- Account management, handling customer requests for changes to service
- Handling inbound sales queries and owning the opportunity to close, or escalating to a senior member of the sales team
- Some outbound opportunity generation may be required, calling prospects from data provided
- Building proposals that meet customer requirements
- Customer account management

### **Skills, Knowledge and Experience**

- IT work experience essential
- Telephone sales experience
- Experience of working within a hosting or data centre environment
- Exceptional communication skills
- Ability to identify upsell opportunities and close sales efficiently

### **What do we offer in return?**

- We'll shout you to lunch once a month
- Free snacks and drinks in our office
- Free on-site car parking
- Long service benefits
- Pension
- Supported training and access to an online training portal 24/7
- Great opportunities for progression

### **Training & Development**

As you can gather, we have a relaxed and friendly working environment but don't be fooled; you will be working with some of the country's best talent and greatest technical experts. We want our people to thrive, prosper and to leave work every day feeling valued and that they have made a difference. Talented, motivated and creative people lie at the heart of our success so we invest heavily in our people and their professional and personal development through technical certification, our online training portal and our Management and Leadership Development Programme.