

## **Web Hosting Sales and Renewals Executive, Glasgow – Top 3 Cloud Computing Company**

### **Salary**

£18,000 to £22,000 per annum plus Bonus (OTE of £25,000 plus)

### **The Company**

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 400 talented staff in offices and datacentres across the UK. Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.

Easyspace, part of iomart Group, was one of the first domain name companies in the UK. Over the years, as customers' needs changed, we started to offer website hosting services, email services and even website design services.

Easyspace is delighted to offer this opportunity to join one of the UK's leading managed hosting companies.

### **Role Description**

This role is responsible for service retention and renewal of services, account management and delivery of sales to existing and potential customers.

You will work alongside a core team of 5 sales professionals in a hardworking but rewarding environment. After a training period of 1-2 months you will be expected to grow accounts by providing knowledgeable, professional sales advice for products and services.

The role requires direct real-time communication with customers and prospective customers and as such is ambassadorial in nature.

### **Primary Role and Responsibilities**

- Achieve sales and renewals targets and KPIs consistently
- Use sales and renewals leads to maximise revenue
- Grow accounts by providing knowledgeable, professional advice for product and services
- Promote and accurately describe services to customers
- Work with Customer Care and Support to deliver a high quality customer experience

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

- A proven track record in a sales and renewals environment, ideally with a minimum of 1 year's experience
- Excellent customer care skills, preferably in a contact centre environment
- Ability to handle customer objections in a professional and competent manner
- Excellent communication skills (written, verbal and interpersonal)
- A high level of attention to detail

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

- We'll treat you to lunch once a month
- ½ Day off on your Birthday
- Long service benefits
- Breakfast on us every day including a hot roll on Fridays
- Snacks, drinks and fruit all day, everyday
- Free onsite car parking (excellent public transport links for non-drivers)
- Sharesave and childcare voucher schemes

## **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 and our Management and Leadership Development Programme.