

CCS Media Recruitment: Trainee Sales Account Manager

Agile Working

Company Overview

We are a business that values our team and will always support a strong work life balance. We have been in business for over 30 years and can proudly say that we are one of the leading VAR's in the UK. Our happy work force enjoy an agile working role, working between home and/or one of our offices. Our normal working day is 9am to 5pm and we adopt a smart casual dress code. As part of the company work ethic, we also have an annual trip of a lifetime, travelling to countries such as Singapore, South Africa, Las Vegas, Costa Rica to name but a few. To add to that, we also have monthly & quarterly promotions and holidays.

The ideal candidate will have at least 6 months telesales experience. The job role is fast paced with a variety of challenges and amazing teamwork. You'll be speaking to different people over the telephone in a range of business sectors, selling IT products and services. When you are not closing your next deal, there is regular onsite training from our partners such as HPI, HPE, Lenovo, Dell etc

Responsibilities:

- Develop and manage a portfolio of accounts
- Develop positive relationship with clients
- Resolve conflicts and provide solutions to clients in a timely manner
- Selling the full CCS Media Ltd portfolio to new and existing clients
- Conduct new business calls
- Overachieve on set targets
- Manage customer expectations

Qualities / Attributes:

- Well spoken with the ability to talk to all levels
- Good communicator
- Basic Word and Excel knowledge
- Must have a "can do" attitude
- Hard working
- Organised
- Confident
- Self-motivated
- Willingness to learn
- Resilient

Please email Sinead Paul (sinead.paul@ccsmedia.com) if you are interested in the position or have any questions about the role. This role supports agile working either at home and/or one of our offices.