## Sales Consultant

* Penryn, Cornwall

**Salary: Commensurate on skill**

**Job Purpose Summary:**  
To provide advice and recommendations related to the customers IT environment. This includes a range of products and managed services from our portfolio which covers the following key areas:

* IT Security
* Networking and WiFi
* Cloud Services
* Backup and Disaster Recovery
* Unified Communications / IP Telephony
* IT Support & Network Monitoring
* Internet and Data Connectivity
* Audio Visual Equipment
* Supply of Peripheral Hardware and Software

The role will include an element of travel throughout Cornwall to meet with our customers, to review their current situation and provide guidance that will enhance the way the customer runs their business from an IT aspect.

**Key Roles & Responsibilities:**

* To consult with the client on requirements; understand business needs and put forward proposals to meet those needs
* Qualifying and following up on incoming leads and opportunities
* Providing clients with a good understanding of our products and services and how they benefit their business
* Producing quotations and proposals efficiently with assistance from technical team members where necessary
* Prospecting for new opportunities and generating leads
* Keeping up to date with NCI’s products and services and their related business benefits
* Working with the sales and marketing team to assist with new sales and marketing strategies
* Managing customer expectations and dealing with customer feedback
* Scheduling appointments, calls and meetings
* Liaising with suppliers and 3rd parties
* Liaising with technical team and accounts
* Attendance of training courses and business seminars

**Skills/Professional Qualities:**

* Would suit a candidate with knowledge and experience within a technical industry or someone looking to move from IT support into a sales and consulting role
* Excellent telephone manner.
* Proactive approach and a willingness to learn.
* Good customer communication skills
* Proactively seeks opportunities to build on existing skills
* Communicates effectively with customers to identify needs and evaluate alternative business solutions in accordance with organisation objectives
* Manages customer expectations effectively

Please email a covering letter telling us why you would be perfect for the job and a copy of your CV to: [careers@ncitech.co.uk](mailto:careers@ncitech.co.uk)