

Job Specification Unified Communications Sales Consultant –

Company Overview

Sabre Telecommunications Ltd is a Unified Communications Specialist with their head office based in the cosmopolitan City of Brighton. Sabre have been trading successfully for over 15 years, selling, installing and maintaining AVAYA SME and enterprise solutions for our customer sites situated throughout the UK and Europe. During 2010 the Company enhanced its senior management team making it a more sales driven business headed up by an experienced Sales Director, this addition has complimented its Technical and Dynamic Operations team.

Sabre are an innovative forward thinking Company who are continually looking for new ways to improve and simplify communication technology for our customers. Sabre have consistently maintained the highly coveted AVAYA Silver Partner Status and specialise in the award winning Avaya portfolio including the Avaya IP Office , Definity and Avaya Aura Communication Manager UC communications solutions. Sabre's extensive customer base of high profile clients includes EBay, Sandhurst Military Academy and the Royal Navy's new T45 warships. Sabre works hard to build long-term relationships with its customers, providing them with consistent and reliable service and support. The ongoing account management helps clients keep up-to-date with new technologies to meet their ever-changing business needs, this, in turn, drives down costs and improves customer service.

Job Title

Unified Communications Sales Consultant

Job Purpose

To generate business levels in line with targets set by the company. They will be required to generate business from new prospects and existing customers who are predominantly located in the South East of England, including the City of London and Greater London. However the Company does have clients situated throughout the UK.

Reporting to the Sales Director, you will achieve territory and product revenue sales targets by ensuring effective sales focus. Excellent one to one pre and post sales support will be provided for all key opportunities.

Key Areas experience

- Successful B2B Telecoms Solutions. New business sales experience of at least 1-2 years, together with a proven track sales track record.
- Previous sales experience of the award winning AVAYA Aura Communications Manager, IP Office, and applications with the relevant APSS qualifications would be an advantage. However, candidates who have a proven track record Selling Nortel, Mitel or Cisco UC solutions will also be considered.
- Strong Account Management and Development skills, with the ability to develop long-term successful relationships. Must be comfortable at dealing with clients of all levels including those at Director Level.
- Candidates should be able to efficiently and effectively manage their time working from home. Travel will be required to attend client meetings, demonstrations and Head Office.
- It is essential that candidates have strong communication skills and possess a positive and dynamic attitude. The ability to work in a team is as essential as the ability to work on their own.

Duties & responsibilities

- To promote products and services within the territory, achieve revenue and profit targets. Set objectives and KPI's as detailed in the company sales pay plan.

- To Provide weekly and monthly activity and Sales order intake forecast reports.
- To build a pipeline of business prospects and quotes to a level that will enable you to achieve the sales targets set out.
- To develop and maintain product and industry knowledge in order to provide accurate and up to date bespoke solutions to customers. In particular Avaya IP Office and its applications, Avaya CM and its applications, including software products that compliment the product range. Also complimentary products from HP, Verint, Trapeze, Juniper, Cisco & Linksys, Tri Line. LCR & Network services MPLS, maintenance & support contracts and leasing & finance packages.
- To produce high quality proposals, including cost justification and customer presentations.
- To identify and develop New Business opportunities.
- To diligently maintain customer records and provide accurate business forecasts as required.
- To represent Sabre with integrity and in a professional and diligent manner in order to maximise business opportunities and customer satisfaction.
- To work as a team and provide support for colleagues, sharing information and knowledge where possible
- To maintain positive and beneficial relationships with your customer base to secure repeat business and upgrades to existing packages.
- To maintain the hours of work as set down by the Company.
- To maintain the Company or your own vehicle in a presentable, clean and safe condition and in accordance with the manufacturers service schedule and Company vehicle policy.
- To carry out any other reasonable duties requested by the Company.

Candidate:

The candidate should be an individual capable of using their own initiative and maximising their time. When required the candidate should be able to pull together and manage a bid team capable of winning business that will include colleagues, senior management and suppliers.

Reporting to:

The Sales Director

Working Hours:

Full Time Monday to Friday 9.00am to 17.30pm

Salary:

Basic Salary £25,000 to £40,000 per annum (depending on experience)

OTE £65,000 to £100,000 per annum (depending on experience)

Benefits:

Uncapped Commission Scheme, Car Allowance, Health Care, 20 days Holiday, I phone 4, Laptop,

Probation:

3 months (depending on experience)