**Sales Executive - IT**

**In our business it’s all about the team. Nobody is just a number.**

We are the best at what we do, with a team of professionals that have an outstanding work ethic along with the drive to succeed. Breathe Technology invest in our teams and have created an outstanding working environment.

We now have a new opportunity for a Sales Executive to join our already successful Sales team and become the best they can be.

Breathe Technology provide Managed IT support and IT Solutions to business and education customers. Apart from our unique approach to IT Support, we sell IT Hardware, Telephony, Software and Cloud Services. We also provide Cyber Security.

The successful candidate will have a professional and positive attitude. You will need good communication skills and enjoy selling and being successful. You will also need experience in working in IT sales or another relevant technical field.

**Key responsibilities:** Generate, build, and maintain close working relationships with clients.

* Providing customer quotations, processing orders
* Deal with day-to-day customer queries.
* Maintaining & developing existing customer relationships
* Identifying opportunities to cross sell other products into the customer account
* Communication with customers via email, telephone, online meetings and occasional customer site visits, post lockdown.
* Proactively grow your sales and look for opportunities to sell our vast range of products and services.
* Proactively manage open orders for your customers with our technical team and suppliers.
* Proactively contact non spending accounts.
* Update the CRM
* Follow up on leads provided by the business
* Introduce new customers to the business that you find yourself and with the help of the marketing team and our extensive database of contacts

**What we offer:**

* Fantastic contemporary office environment on the outskirts of Cambridge.
* Car Parking
* Personal Pension Scheme.
* Private Medical Insurance / Medical Cash Plan.
* 23 days annual leave per annum, pro rata plus 8 public holidays.
* Basic salary £20k-£30k depending on your experience
* Uncapped commission structure and incentives allowing between 45-100K OTE
* Incentives for onboarding New Customers (£50 for each new customer introduction)
* Company Mobile Phone & Laptop.
* Birthday Bonus.
* Childcare Vouchers.
* Gym with discounted rates directly across the office.
* Staff discounts on all IT and Consumer Technologies.
* Expenses paid for all work related travel
* Paid Sick Leave.

**LOCATION:**Girton, Cambridge, CB3 0QH

**TYPE:**Permanent - Full Time. Office based with customer visits.

**Expected Start Date**: June 2021

Please send your CV to [careers@breathetechnology.com](mailto:careers@breathetechnology.com)