

Overview

Job Title:	Sales Apprentice
Reports To:	Apprentice Manager
Location:	Marlow, Manchester, London, South Coast (Whiteley)
Salary:	£16,500 (£17,500 in London) + commission
Start Date:	September 2020

About the team

Since 2014, Softcat have developed an award-winning apprenticeship programme that has been recognised nationally. Throughout the years it has grown from strength to strength, spreading into many different departments and offices across the business. An apprenticeship with Softcat often leads to a long and successful career with us.

Your role

In this role you will be responsible for calling into prospect small business accounts, aiming to build relationships and provide IT solutions. You will also be responsible for growing these relationships and expanding Softcat's portfolio within these customers.

What you'll be doing

- Researching potential customers to drive new business
- New business development which consists of cold calling & email marketing
- Achieving Key Performance Indicator's, call targets and revenue targets
- Account-management; project-based work, regular customer contact, managing timescales and understanding strategy
- Complete your apprenticeship qualification – Level 3 - IT Technical Sales Person

What we need from you

- Articulate and personable
- Excellent telephone manner
- Excellent communication & administration skills
- Target driven
- Highly organised
- Possess good initiative
- Able to work independently but also within a team to achieve results
- Quick learner and able to keep up with new and emerging technologies
- A minimum of 1 A-Level or 5 GCSE's at C grade or above including English & Maths

About Softcat

Passion. Intelligence. Fun. Responsible; these are the core values which define Softcat. We are one of the UK's leading IT infrastructure providers and a FTSE 250 listed company. The business is based on two key

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principles: outstanding customer service and employee satisfaction- both of which inspire our flexible, friendly approach to business. For more information about Softcat please visit: www.softcat.com.

