

JOB TITLE:	Business Development Executive
HOURS OF WORK:	12-20 hours per week

About us

At S2 Computers we believe that great technology makes the world a better place. We also believe that human relationships are at the heart of all great businesses. It's our mission to improve our customers' working lives so dramatically with technology and service that they couldn't ever imagine going to anyone else for their IT needs.

Our work environment includes:

- Work from home or the office
- On-the-job training
- Relaxed atmosphere
- Casual work attire

What We Are Looking For

A Business Development Executive to join our existing sales department in the fast-growing field of Business Development. We're looking for conscientious and enthusiastic people, with a proactive attitude and flexible approach, ideally with sales experience but most of all a desire to learn through personal development.

What You Should Bring:

- Excellent drive and tenacity, with a desire to exceed targets
- A confident telephone manner and written skills
- Personable and well organised
- Hard-working and able to perform to consistently high levels with minimal supervision
- The skills to use IT to record notes and progress and complete tasks
- An appreciation of the importance of meeting KPIs and targets
- Listening skills and appropriate use of humour

Extra Skills That Would Be Great:

- Experience in telesales/ appointment making is desirable - but not essential

t: 01603 670682 e: sales@s2-computers.co.uk

www.s2-computers.co.uk

S2 Computers Ltd, 15b Ramirez Road, Rackheath Ind Est, Norwich, Norfolk, NR13 6GD



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Some Specifics Of The Role:

- The role is a hybrid part time role that can fit around other commitments, but calls must be made during working hours (Monday-Friday 9am-5pm)
- We are looking for a new addition for our business development team to nurture a consistent flow of high-quality opportunities for new business
- Working as a key part of our Business Development Team you will help maintain our CRM of potential clients and make contact via phone and email as part of a multi-touch marketing campaign, with a view to obtaining leads (opportunities to find out what businesses need and for us to quote) for IT Support and Cyber Security Services
- All communication is made on a business-to-business basis and calls/ emails are outgoing
- We have ambitious growth targets, and this post holder will be an important contributor to these
- All applicants must have a Right to Work in the UK

Perks

- Get your birthday off
- Generous incentives for reaching Training and Company Goals
- An easy-going environment and culture (we all enjoy what we do)
- The flexibility to work from home (we run a hybrid office)
- High-powered laptop
- A proactive approach to ongoing training to help you develop life-long skills

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