



Microsoft DreamTeam Consultant

ICS Solutions are one of the leading UK Microsoft Gold Partners. ICS Solutions provide excellence through innovation, combining technical expertise with extensive industry services to support Microsoft technology implementations. This unique combination allows ICS Solutions to help their clients solve business problems by implementing proven collaboration technology. An opportunity has now arisen for an IT Resourcing Sales Consultant to join their team.

This is the ideal role for a motivated sales professional with a strong understanding of Microsoft technologies looking to further their career with one of Microsoft's closest managed partners. For the right candidate this position is a stepping stone into a full field sales role.

As an IT Resourcing Sales Consultant, you will be responsible for selling ICS Solutions 'DreamTeam' resourcing services, consulting services and Microsoft packaged services to SMEs and corporate clients.

You will be tasked with selling ICS Solutions agile resourcing services and Microsoft packaged services, primarily to the mid-market and enterprise sector. Supported by the telesales department, you will also be required to identify prospects and generate your own leads.

Role Summary:

Selling:	ICS DreamTeam IT Resourcing Services, ICS Consulting Services & Microsoft Packaged Services
Selling to:	SME's & Corporate Clients, sector TBA
Territory:	South East UK
Base Location:	Basingstoke
Package:	Competitive salary
Sales Target:	£395K GP per annum

Role Information:

- 70% New Business role / 30% Account Management/Development
- You will be selling ICS DreamTeam services and Microsoft Packaged services
- You will sell primarily to the Mid-market and Enterprise space, horizontally, and deals will be solely services based
- Order values range from £5- 50k
- Sales cycles are 1-3 months
- Selling to CIO/CTO's, IT Pros, Project Managers
- You will be supported by telesales, but responsible for your own lead and appointment generation
- Extensive sales lead assistance is provided based ICS Solutions industry leading seminar and marketing programmes

Required skills:

- Experience of contract resourcing or recruitment services
- Strong sales experience
- Good knowledge of Microsoft technologies

Additionally, as an IT Resourcing Sales Consultant, you must be a confident communicator with a great telephone manner and excellent presentation skills.

Although not essential, experience of selling IT contractor services or Microsoft Professional services would be highly beneficial to your application.

Company Information:

- Established in 1994 as a dedicated 'pure-play' Microsoft Partner
- Leading Microsoft accredited Gold Partner
- One of only 15 Microsoft MCS "Smart Partners"
- One of around 25 Microsoft Cloud "Accelerate" partners
- One of around 10 Azure Circle Partners
- One of 25 SharePoint Internet "Accelerate" partners
- USP: niche focus on SharePoint Adoption, Cloud Computing and Integration
- Sundays Times tech track Top 100 - 2007 and 2008



- **To apply for this role please send your CV to careers@ics.net or call (01256) 403800**