

# Direct Sales Development



This is an exciting opportunity to be part of one of the most respected and forward thinking independent managed print and document management providers, Karlson UK.

We are looking for a talented, ambitious individual to join the sales team to be part of its future growth ambitions and helping us secure new clients.

The right candidate will be a self-starter who has proven success in selling to mid corporate, SME and large enterprise customers for at least 5 years and hitting or exceeding targets on a regular basis. You will be supported by the Sales Manager and Sales Director who will give you all the assistance you require to be successful.

## Responsibilities -

- ◆ To promote Karlson's unique managed printer service offering to new clients
- ◆ To create and attend new business meetings
- ◆ Maintain our CRM with all your activities whilst building a strong pipeline
- ◆ Develop relationships with existing and potential new customers
- ◆ Hitting your monthly, quarterly and annual targets
- ◆ Work with our presales team to complete the sales process and documentation

## Personal attributes -

- ◆ Strong communication skills to explain Karlson's value proposition to Corporate level clients
- ◆ Experience selling within print documentation services or IT sector
- ◆ Ambitious and determined to succeed
- ◆ Strong negotiation skills
- ◆ Positive approach to building good new relationships

If you believe you are the right person for this job and want to be rewarded well for your achievements then please contact us via our [careers page](#).

