

## Job Description

### about atom.

**atom.** are a new modern thinking company who specialise in managed IT services including both cloud and traditional on premise solutions. Our expertise also covers telecommunications, **atom.** specialise in Mitel, Microsoft 365 Teams Business Voice and supply all connectivity products. Based in Newcastle we cover the north of England and have another site in Chester.

At **atom.** we are seen as an extension to a clients business. Our team is so integral to a client providing, IT support and strategies for new and existing services. Our customer **“talk first.”** approach provides the best support experience available. This focus delivers excellence in every sale, case or project we complete. **atom.** will never try to sell a one size fits all, everything we offer is bespoke to the customers' needs.

### About the role

The Field Sales role is accountable for identifying sales opportunities and developing a sales pipeline whilst providing an excellent level of customer service. The role is responsible for consistently delivering against targets.

### Reporting and Department:

The role will report directly to the Senior Account Manager and will be part of the Sales Team.

### Responsibilities:

- Consistently delivering sales across the UK
- Proactively developing and nurturing sales leads
- Taking leads from the Pre-sales Team and developing them
- Providing an excellent level of customer service and focus
- Responsibility for managing key accounts and generating additional business
- Attending conferences and networking events as and when required to support the needs of the business
- Presenting solutions to current and prospective customers

### Knowledge, Skills and Experience Required:

#### Essential

- A minimum of 3 years experience in a field sales role
- Proven track record consistently delivering sales in the IT/Telecoms sector
- Excellent communication skills
- Confident and articulate
- Strong documentation skills
- Highly customer focused
- Can build rapport and effective relationships easily
- Highly motivated and able to set and deliver against challenging targets
- Driven
- Self-motivated
- Able to work autonomously

### Competencies

- Communication
- Resilience
- Delivery Focus
- Customer Focus

### Qualifications:

No formal qualifications are essential for this role.

### Location and Working Arrangements:

The position offered is based out of the **atom.** head office. However, you will be required to travel to across the UK.

### Hours of Work:

37.5 per week with shift patterns between the working hours of 8am to 6pm Monday to Friday.

### Benefits

- Unlimited annual leave
- Health Cash Plan
- Critical Illness Cover
- Discounted Gym membership
- Pension scheme
- Enhanced maternity and paternity pay