



<https://www.tensor.co.uk/jobs/sales-consultant/>

Sales Consultant

Description

Sales Consultants are based at various locations within the UK and are primarily responsible for sales within a specified locality. However, they are also responsible for some national accounts sales outside this area.

In the main, appointments are arranged by Tensor's Internal Sales Executives. The Sales Consultant visits potential customers, demonstrates the products, provides a quotation to the customer and progresses this through to a customer order. Tensor runs a paperless office which is efficient and highly computerised.

Potential applicants must have a proven sales track record and already be in sales either as a successful field sales executive selling software / hardware solutions or a desk based salesman selling software to businesses who wants to move to a field based role.

In either case you must have a proven track record and have a thorough knowledge of all aspects of modern software technology and PC networks, plus a clear understanding of how to exploit the marketplace. You will be able to demonstrate a good knowledge of PC's and be a good communicator.

All new Sales Consultants receive full product training and training on how to use Tensor's computer systems.

After the initial training period at our Time & Attendance, Access Control, security and BMS products, your job within Tensor will be to specify and sell our products throughout the UK working within our existing, well established and successful sales framework. We will train you on new Tensor products as they become available so that you have a complete portfolio to offer customers. We will also provide the support and encouragement to help you to succeed.

Responsibilities

The job of the Sales Consultant is to

- Maximise the number and the value of customer orders from the customers and perspective customers assigned to them.
- Be aware of additional opportunities within their locality to sell more Tensor products and services and add these to the Tensor database.
- Sell Tensor's Smart Card / Biometric Time & Attendance, Access Control, HR and security systems for the maximum price, without discount, whilst at all times being sensitive to the needs and wishes of the customer. This is done by performing demonstration of Tensor products and systems to

Hiring organization

Tensor plc

Employment Type

Permanent, Full Time

Duration of employment

Permanent

Industry

Time and Attendance / Security /
Energy Management

Job Location

PE19 5JY, St Neots,
Cambridgeshire, United Kingdom

Base Salary

£ 19,000 - £ 21,000

Date posted

16th September 2019

customers and potential customers, producing quotations, and obtaining customer orders against quotations.

- Sales Consultants are expected to travel to any part of the UK and Ireland. They must be professional, keen, enthusiastic people who have the energy and ability to win orders for Tensor.

Qualifications

Applicants must:

- Have a proven track record in software/hardware sales
- Be hard working, proactive, self-motivated and willing to travel within the UK
- Have an excellent knowledge of PCs within a "Windows" and web environment
- Have good personal skills in dealing with people
- Hold a current driving license

Job Benefits

Salary comprises a basic retainer of £19,000 to £21,000 per annum plus 6.5% of all qualified sales. Your expected OTE should be in excess of £46,000 p.a. There is no upper cap or limit. Some of our sales consultants earn in excess of £100,000 p.a.

You will also have a car, mobile phone, laptop computer, etc. with 20 days' annual leave + Bank/Public Holidays + Company pension scheme available. Additional annual leave achievable, private pension is available.