



PERSON SPECIFICATION

SALES EXECUTIVE

1.0 EXPERIENCE

Essential

1.1 A minimum of two year's solution selling within a B2B environment

Desirable

1.2 Experience of selling within the Telecoms /ICT industry.

2.0 SPECIAL APTITUDES/SKILLS

Essential

2.1 Excellent selling skills

2.2 The ability to manage and develop sales territory new, existing and key accounts

2.3 The ability to work under pressure and meet sales targets by Sales Manager

2.4 Excellent negotiation and influencing skills

3.0 DISPOSITION

Essential

3.1 Excellent Communication Skills

3.2 Must be able to work on own initiative and take decisions within company policy.

4.0 CIRCUMSTANCES

Essential

4.1 Valid UK driving licence

4.2 Travelling outside of NI may be occasionally required