

# IT INTERNAL SALES APPRENTICE – LEVEL 3

Have you got passion, drive, good communication skills and a positive outlook? Would you love to earn while you learn and achieve a Level 4 qualification? If so, this apprenticeship could be the perfect opportunity for you!

This is a great opportunity for someone who is looking to advance their IT career, the apprentice will find themselves in a supportive team environment and will be mentored appropriately to achieve their apprenticeship qualification.

During this roll you will gain a level 3 qualification in IT Technical Sales as well as significant experience in a fast moving IT company, dealing with high profile cyber clients. You will learn to deliver effectively, work well within a team, develop sales and networking skills and to demonstrate strong communication, time management and organisational skills.

## RESPONSIBILITIES OF THIS ROLE:

- Learning all aspects of business development from appointment generation to face-to-face selling
- Developing telephone and face-to-face selling skills
- Growing a personal network through social media usage and event attendance
- Supporting the team with building product demonstrations
- Supporting the team with the creation of marketing collateral
- Learning about procurement processes and supporting on tender submissions
- Confidently qualifying prospects through research and communication
- Identifying potential prospects via research and networking, following up all leads
- Tracking activities in our CRM
- Reporting on deliverables/targets

## DESIRED QUALIFICATIONS

- Qualifications to include either 5 GCSEs (grades 9-4 or equivalent including Maths and English)

### DESIRED SKILLS:

- Excellent written skills for communications with prospects
- Excellent telephone manner
- Excellent people skills with the ability to build good relationships
- A team player

### DESIRED PERSONAL QUALITIES:

- Positive and passionate
- Willingness to learn with an interest in a career in business development
- A self starter
- Confident and outgoing
- Motivated, driven and hungry to succeed

### PAY & FURTHER DETAILS:

- Salary: £20,000
- Apprenticeship Duration: 18 months
- Location: Remote
- Working Hours: 37.5 hours per week
- 24 days holiday

### ELIGIBILITY CRITERIA:

- Nationality requirements:
  - Must be a UK National or have a naturalisation certificate
  - Must be a UK resident for 4 out of the last 5 years