

Capital Document Solutions

New “Business to Business” Field Sales Opportunities

For sales of our new and approved used Ricoh, Konica Minolta and Canon Multi-Functional Devices (MFDs)

Sales areas

City Centre locations:- in Edinburgh, Glasgow, Aberdeen and Dundee, also in Inverness and the Highland region

Do you have the personality, drive, determination and experience to succeed in B2B sales? If so the winning combination of joining Scotland’s largest independent Office Equipment supplier of the market’s leading hardware and software brands along with managed print services and our approved used MFDs, make this a fantastic time and opportunity to join our established sales teams across Scotland.

The roles

We are looking for trainee and experienced field sales executives across Scotland to further expand our cover and to concentrate on selling our extensive range of new and fully guaranteed approved used MFDs, to targeted new business opportunities, primarily in the SME marketplace.

Our approach

Our name is established as one of the most respected in the industry because of our ethical approach to sales, supported by a client service that is second to none. Be sure to check out our website for more details on our unbeatable business proposition, which combines the market’s best equipment with great service.

What we can offer you:

- Attractive salary and commission package/excellent uncapped OTE
- Training, mentoring and coaching within our Management and experienced Sales Teams
- The backing of Scotland’s leading office equipment supplier in the Commercial and Public Sectors
- An outstanding reputation for sound professional advice and high-quality service
- Expert technical assistance provided by our Professional Services Team, IT Specialists, Audit and Hardware Consultants
- Superb Showroom facilities in each of our established branches throughout Scotland

Your skills and competencies

Ideally you will have some previous B2B sales experience and good knowledge of your local business community. While we will train you thoroughly in the benefits of our product range and the added value of our support services ultimately, we are looking for individuals who are self-starters and have obvious ambition and resilience. You must have the ability to build relationships with new clients and prospects and have the drive and determination to proactively seek out SME sales opportunities. Speaking to all levels of business people should hold no fear for you as you will be a natural networker.

To succeed in this role, you will need a disciplined and organised approach in the planning of your work and high levels of IT/technology literacy. Personal integrity must be a given. If you think you have the potential to excel in this role, send your CV and a covering letter telling us why and what you can bring to us in return, to:

Judith Adamson, People Manager
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