

MICROSOFT SALES SPECIALIST

SALARY: £21K + BONUS
LOCATION: STAFFORD
HOURS: 37.5 PER WEEK



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Reporting to the Head of Sales, the successful candidate will be joining riscal at an incredibly exciting time. riscal embody a creative culture with an environment that enables you to learn and develop alongside friendly and helpful colleagues.

As a graduate with a degree or other form of further education you will be expected to have a strong personality, a strong work ethic and a desire to mature and develop. Our structured graduate programme will give you a varied set of learning opportunities and shall be your first steps towards what we would hope to be a long-term successful sales career within riscal.

You will be expected to target new clients, evolve and manage relationships with clients, work alongside key partners such as Microsoft and learn to successfully sell our diverse portfolio of consulting, managed services and solutions.

The successful candidate will:

- Act as the font of all knowledge for Microsoft Licensing.
- Understanding and qualifying customers' requirements; matching those needs to riscal services; then offering and proposing solutions.
- Reaching out to prospect customers about the benefits of Microsoft licensing.
- Supporting the accounts team with customer requirements and becoming the go-to for any Microsoft licensing queries.
- Engaging with key Microsoft programs such as FastTrack.
- Responsible for coordinating with customers to help plan, deploy and migrate to key products in Microsoft 365.

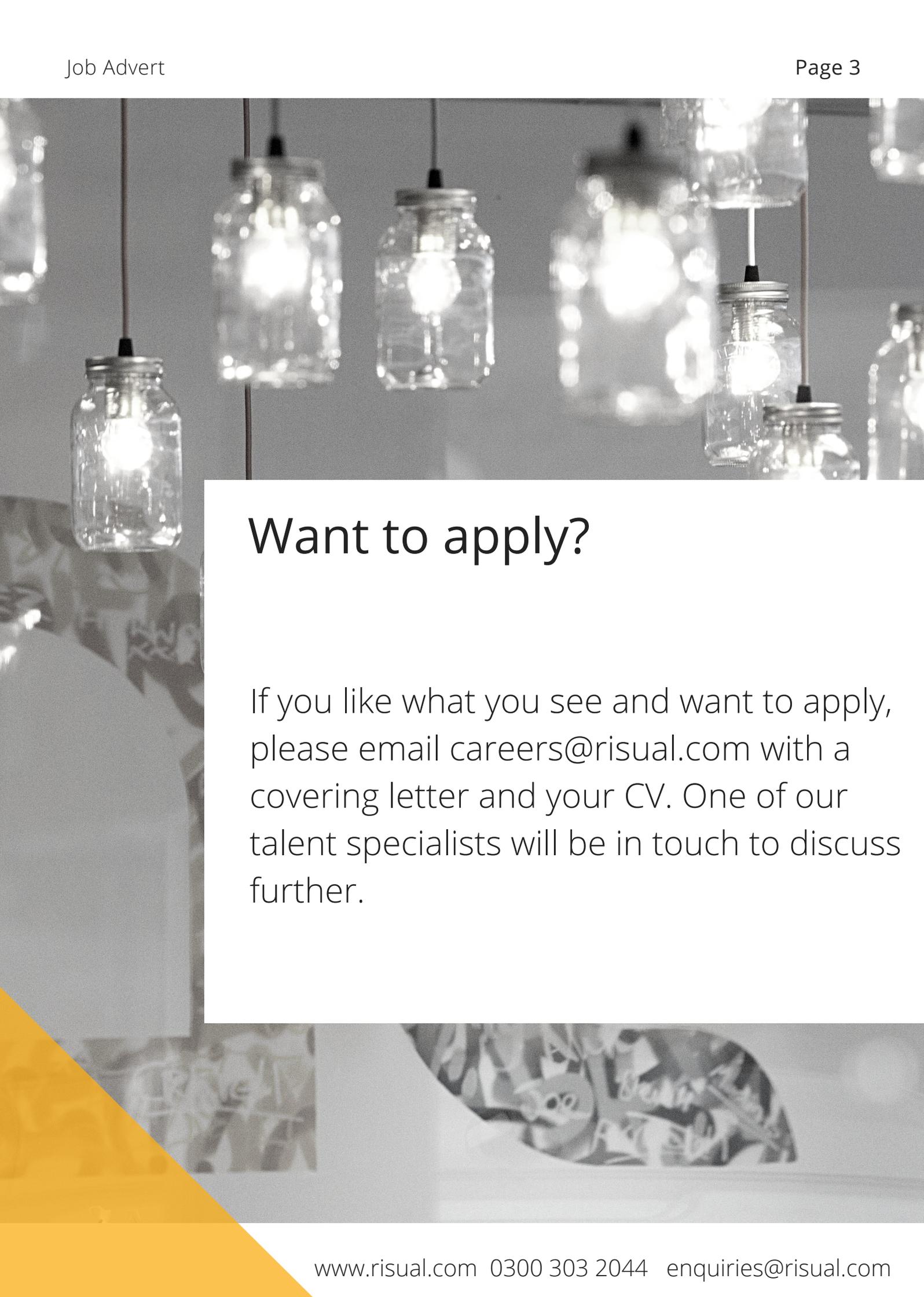
Personal Attributes:

- Driven, goal orientated and resilient
- Maintain the highest levels of professionalism
- Excellent self-management skills
- Diligence and strong organisational capabilities
- Forward-thinking individual with a passion for driving client satisfaction
- Focus on maintaining knowledge and personal development
- Demonstrates strong interpersonal and team working skills

Essential Criteria:

To be successful in the role, you must be able to demonstrate the following skills and experience:

- Minimum degree of 2:1 or above
- Have shown the ability to hit and exceed targets
- Enthusiastic, energetic and passionate about personal success
- High level of self-motivation, resilience, drive and initiative
- A passion for Microsoft technologies
- Articulate communicator with strong phone-based presentation skills
- Excellent communication skills (written and oral)
- Strong presentation skills
- Must hold or be able to successfully achieve and maintain NPPV3 with SC
- Able to evidence excellent customer service skills



Want to apply?

If you like what you see and want to apply, please email careers@risual.com with a covering letter and your CV. One of our talent specialists will be in touch to discuss further.