

Sales Support Executive

Are you a confident and experienced Sales Support Executive used to dealing with clients or partners in a targeted environment, where attention to detail is essential?

Nuvias UK&I are part of the Infinigate Group and are a leading specialised value-added distributor of enterprise cybersecurity solutions to small and medium sized enterprises across EMEA. We are looking for a Sales Support Executive to work in our Inside sales team reporting to our UK Sales Manager, based at our Woking Office on a hybrid working basis.

This role The SSE role is primarily a support position. The SSE is responsible for one or more vendors within the Nuvias portfolio. Core to this role is the support of existing business relationships and the Product Sales Manager (PSM) as well as the administrative tasks for the department. The SSE is also responsible for the delivery of vendor specific support to the Account Management Teams. Adhering to company policy and working to the company ISO Quality Management system (9001 certification) and company security management system (27001 certification) and BSI standards at all times.

To manage, with assistance from the relevant PSM, the relationship with the Vendor. Administrative tasks of each Vendor, quotes, POS reporting and some renewals tasks. Customer care and excellence in delivery and task responsiveness in order to increase revenue and margin streams. Conduct price and delivery with vendors and resellers and follow-up internally. Close cooperation and alignment with the contact person of the vendor. Scheduling and managing internally vendor's trainings. Permanent revenue target tracking and optimization of margin. Assisting PSM in implementation of sales strategies. Organisation of marketing and acquisition campaigns. Identification of projects and events with the customers and vendors. Forecast Collation. Stock management, where applicable. Permanent update of the customer and project databases

This is a great opportunity to utilise your existing sales experience in a company with exciting growth plans and a option for a career path into IT security sales if this interests you or progression within the Inside sales team.

What we are looking for:

- Driven & self-motivated with the ability to work on own initiative
- Ability to work under pressure, to deadlines and to targets across multiple areas
- A teamplayer & collaborative
- Demonstrates product ownership
- Maintains a professional and polite disposition at all times
- Be able to carry out occasional business travel

What we offer:

- OTE up to £25,000 depending on experience
- 25 days annual leave plus bank holidays
- Day off on your birthday
- Life insurance of 4 x basic salary and group income protection from start date
- 5% employer matched pension contributions after 3 months service
- Individual cover for private medical insurance and healthcare cash plan following successful completion of probationary period
- Hybrid working arrangements with 3 days per week in the office and standard office working hours are 9am – 5.30pm
- Employee assistance programme for practical and emotional support

- Free parking and complimentary refreshments onsite

Nuvias UK&I and Infinigate Group are committed to creating a diverse and inclusive workplace where differences are not only accepted but also valued and appreciated. If any reasonable adjustments would support you through the recruitment process, then please get in touch at HR-

UK@Infinigate.com

For more information on Nuvias please visit www.nuvias.com.

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