

<b>Job Title:</b>	<b>Direct Sales Consultant</b>
<b>Status</b>	Full-time
<b>Reports To:</b>	XXXX
<b>Location:</b>	100 Lemman Street, London.
<b>Hours:</b>	Full-time Start time: 09:00 am, End time: 05:30 pm Monday – Friday
<b>Holidays:</b>	25 days excluding Bank holidays Will also be paid for Bank holidays

## Company Overview

Exponential-e was founded in 2002 and swiftly established a reputation for innovation and positive differentiation in the technology market. The business was amongst the very first to see the potential for Ethernet in the UK market and was the first in Europe to design and launch VPLS networks. Throughout the history of Exponential-e, a focus upon leveraging developments in technology to deliver profitable and innovative services to our clients and prospects has resulted in industry and peer recognition for our pioneering approach in the market.

With an expansive and established portfolio spanning Cloud, Data Centres, Virtualisation, Disaster Recovery, Business Continuity, Security, Unified Communications and Voice, Professional Services and of course Networking, Exponential-e is extremely well positioned within the market to deliver needs of clients. The depth and breadth of the portfolio and the commitment applied to provision of exceptional service quality has enabled the business to secure the trust of more than 2500 business clients. With industry leading levels of customer satisfaction the capability of the business is underwritten by client reference-ability and ensured our entry to the London Stock Exchange’s Top 1000 Companies to Inspire Britain in 3 successive years

Indeed, the business has delivered a compounded annual growth rate exceeding 28% in the last 5 years. Last year alone, the business delivered 43% year on year growth in new business sales performance and the first quarter of 2016 was the 5th consecutive record sales quarter.

Due to continued growth, Exponential-e is currently seeking highly motivated and driven sales professionals with genuine desire to earn well in excess of six figures. The sales compensation plan, which offers uncapped earnings potential pays 50% commission upon order and 50% deferred for two months. Quarterly and annual incentives offer still further scope for significant earnings. Many top performers within our business are exceeding earnings of £150,000 per annum.

We look forward to discussing your career development aspirations and ambitions with you!



**Exponential-e Ltd**  
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## Mission Statement

Achieve the status whereby **Exponential-e 3.0** is formally acknowledged among our peers, competitors and clients as the most advanced and innovative business technology enabler in **The World**. A 'world-class company . . . '

### Overall purpose of the job:

- To secure new name business with the SME/MLE market space in all areas of the company portfolio (Cloud, Voice & Data)
- To act as an advocate of Exponential-e in all customer interactions and within the external market place

### Key responsibilities for this job:

- To ensure sales targets are achieved on a Monthly, Quarterly and Annual basis
- To plan Sales strategies and liaise with Marketing to produce campaigns to increase market share, raising awareness of the Exponential-e brand and technology
- To support Exponential-e's continued growth within the SME marketplace and ensure enhanced profile within the MLE marketplace
- To competently and knowledgeably advise clients on ICT solutions and services that best fulfil their requirements, undergoing full assessments and analysis of client needs
- To negotiate pricing with clients to achieve sales in line with Exponential-e's pricing policies and client requirements
- Accurate forecasting of anticipated sales is required, along with regular activity reporting
- Participation in planning and preparing marketing campaigns along with your own targeted campaigns
- To ensure that the CRM is up to date for all accounts, customer contacts, prospects, deals and opportunities
- Assist with the mentoring of junior staff members
- Attending networking events which at times may include activities outside of normal work hours
- To take responsibility for and achieve personal and career advancement goals in line with Exponential-e's personal development programme
- Any other fair and reasonable task or duty assigned to you by your Manager, or other senior Exponential-e Ltd staff member

### Knowledge and experience required:

- Consistent new business sales record within the cloud, telecoms, ISP, systems integrator or carrier space
- Knowledge of cloud, data, voice, connectivity, WAN and Internet network technologies
- Excellent communication and interpersonal skills are required, with the ability to 'win trust', selling on the quality and integrity of Exponential-e
- An ambitious, industrious and aspirational mind-set

- Experienced selling into the SME market
- Must be driven, self-motivated and disciplined
- Good presentation skills
- Committed, engaged, and responsible when dealing with customers
- Eager to learn and develop

**The job:**

Is situated in a challenging environment which is busy and at times pressurised, but which is also fun, and the staff are friendly. The Exponential-e atmosphere is that of a team and active participation with all staff is necessary during the daily execution of this role.



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