

Job Title:	<b>UCC (Unified Communications &amp; Collaboration) Solutions Consultant</b>
Status	Full-time
Reports To:	Director of UCC and Products
Location:	100 Leman Street, London.
Hours:	Full-time Start time: 09:00 am, End time: 05:30 pm Monday – Friday
Holidays:	25 days plus Public 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!

## 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:

- Provide “pre-sales” Solutions support internally and externally to sales working on UCC projects.

### Key responsibilities for this job:

- To engage with Sales from the early stage of the pre-sales cycle.
- To attend customer meetings with Sales.
- Technically qualify new opportunities and provide input for commercial qualification.
- The ability to design and develop innovative and competitive solutions based on customer requirements, working individually or leading a wider virtual team for the qualified opportunity.
- Answer internal solutions design queries from Sales.
- Work closely with Sales and Bid Management to respond to tenders.
- Close working relationship with engineering in order to validate proposed designs and solutions.
- To answer any general pre-sales queries for purposes of budgetary pricing.
- Work as a team player to assist in the smooth running of the UCC team.
- 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:

- Someone with a passion for working in the Unified Communications field.
- Preferably demonstrate 2 or more years of Pre-Sales experience in Voice/UCC services.
- Significant IT & Telecoms experience and ability to talk confidently about technical solutions.
- Experience in giving customer presentations.
- Proven technical design skills.
- Experience of SIP, Hosted Voice (especially Broadsoft), Unified Communications.
- Knowledge of VPLS, MPLS, IP Networking, Routing Protocols.
- Knowledge of LAN (wired and wireless) environments.
- Previous hands on technical experience is desirable.
- Strong customer service focus.
- Strong commercial acumen
- Excellent verbal and written communication skills.
- Flexible approach to work with the ability to work effectively under pressure.
- Ability to work in a team with little supervision using own initiative.
- Responsible and willing to take ownership.
- Positive and professional attitude.

