

Job Description



Purpose: To provide clear information on a specific job role
Applies to: Prospective & current employees at Frontline Consultancy. **Owner:** HR Manager
Document: First Issue: March 2016 Current version: V3 Revision Date: 14/04/2021

The Job: Sales Consultant



'Be The Best' is one of our Company Values and we are searching for 'The Best' SAP Sales Consultant / New Business Software Sales Specialist to join our Fantastic team. At Frontline we have great people and we reward and value all Frontliners. If you want become part of our journey in this role, expect to take a consultative, strategic approach to maximising new business sales of SAP and ERP solutions.

As a Leading and well Established IT Consultancy, Frontline has developed a service portfolio including private & public cloud provision and full in-house, UK based 24*7 monitoring and operations to all customers. Due to continued success, we are now seeking a talented Sales Consultant / Business Development Manager to join our award-winning team that includes some of the brightest minds in the industry.

Joining as SAP Sales Specialist / ERP Sales Consultant / Business Development Manager you will proactively engage prospects and win business with potential new customers . In more detail the Sales Consultant / Business Development Manager will:

Principle Responsibilities:



· Qualify opportunities and carry out initial requirements to determine whether client requirements can be met;

· Understand the full range of products and services supplied and be able to explain the benefits of these to potential customers;

· Work closely with the Pre-Sales team to build presentations and demonstrations to potential new customers;

· Design and execute an effective sales campaign for each opportunity;

· Build accurate and professional proposals and quotations;

· Occasionally attend industry networking events;



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- **Keep up to date with new technologies, complimentary software and competitive offerings;**
- **You will be provided with warm leads, but you may find you can create your own opportunities from time to time.**

Frontline offers SAP Business One, and also provide services to existing users of these systems, as well as associated hardware and managed services.

To qualify... You should be a Sales Consultant / ERP Sales Consultant / Business Development Manager / Sales Manager / Corporate Account Manager / New Business Manager or similar with a CV that demonstrates:

Person Requirements:



Experience of selling similar IT solutions, ERP or business management solutions such as SAP Business One, Microsoft Dynamics, Epicor, Netsuite, Pegasus Opera, Sage 200 or similar;

- **A Willingness to travel across the UK to attend customer meetings and presentations when necessary;**
- **Experience of dealing with Board level representatives at small and medium sized businesses;**
- **Experience of working alongside technical colleagues as part of a team;**
- **You are a good communicator both written and verbally;**
- **Strong presentational skills;**
- **You are an excellent relationship builder;**
- **A positive, enthusiastic attitude to work and life;**
- **You are a self-starter who wants to hit the ground running;**
- **Strong work ethic;**
- **The ability to match customer problems to solutions;**

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- **An honest, dependable and professional attitude;**
- **A Willingness to learn new technologies and offerings;**
- **A Desire to win.**

This is an excellent opportunity for a self-motivated and enthusiastic Sales Consultant / Business Development Manager, who is looking for variety, responsibility and the opportunity to expand their skills with an industry leader.

In return expect a fantastic benefits package that includes:

- **Car allowance**
- **Company laptop & mobile phone**
- **22 days holiday**
- **Your birthday off as a holiday**
- **2 family holiday days at Christmas**
- **Company Sick Pay**
- **Staff discount platform**
- **Employee Assistance Programme with 24/7 access to helplines and counselling services**
- **£500 bonus for outstanding employee of the month award (Subject to nomination and selection as winner)**
- **£1000 recruitment referral subject to our referral policy**
- **On-site parking**
- **Hybrid working**

Job Type: Full-time

Salary: £60,000.00-£75,000.00 per year (OTE 120K to 150,000) + Car Allowance

