

# Graduate Sales Executive

You're not naïve: you know not all sales jobs involve door-to-door selling or call centres. You realise that a top sales job in the IT industry is a top job: intellectually challenging and financially rewarding, top IT sales jobs are some of the most prized career opportunities.

You are an outstanding graduate. You believe you have the talents, aspirations and inner drive to succeed and become one of those high performers. Question is: where to start your climb to the top? Where can you get the right grounding to equip you with the skills you need to outperform the rest? And at the same time get yourself on a rapid upward trajectory from day one, in terms of both responsibility and reward.

Look no further! This position has it all:

- Be part of a team dedicated to helping transform education worldwide
- Learn the kind of selling which sees the top jobs in the IT industry: sophisticated, consultative, relationship-based, complex, rigorous, demanding
- Be in the right kind of sales to be rewarding financially: international, big-ticket
- Join the right kind of company to be exciting: expanding fast around the world, small enough to throw responsibility at you, big enough to be going places
- Be part of a young, internationalist workforce with a progressive, supportive and fun culture
- Work alongside senior people with world-class sales credentials and receive world-class training with our proven graduate training programme.
- Rapid exposure and responsibility equals rapid progression and high earning potential

ApplianSys is a high growth UK-based entrepreneurial company which designs and markets specialist network appliances. Over 90% of sales are export, with customers all around the world. Its flagship product, **CACHEBOX**, is the undisputed world leader in its niche market, where we help transform young people's education across whole nations, especially in the developing world.

ApplianSys is a pretty special company and an exceptional place for a highly capable, ambitious graduate looking for a great foundation in sales to kick-start your career.

- Our aim is to be world class – and our track record shows we already often succeed: in the way we do things as a company, the levels of customer satisfaction we achieve and in the results we achieve around the world.
- Graduate development in ApplianSys is exceptional - a track record stretching back over 15 years demonstrates it is a real career accelerator, proven by the salaries our graduates command down the line.

ApplianSys is now recruiting more people in all areas of the business to support its further rapid expansion over the next 2-3 years. We have several vacancies for graduate trainee and junior sales people to join our team at our Coventry HQ. ApplianSys is only looking for people with the highest potential and is committed to developing them to become top-performing sales professionals – with a rigorous and structured programme of training and coaching.

## What we're looking for

These positions would suit fresh graduates or people with 1-2 years experience. You must be a proven achiever, with either a 1st class degree or a 2:1 alongside other evidence of high achievement (eg in sport, music).

You need to convince us you have the raw materials to be a top sales performer:

- Drive, energy, tenacity, and commitment to excellence
  - Goal-oriented, with the appetite for hard work and comfort with pressure needed to be an advanced professional in international sales
- Intelligence and intellect
  - Able to handle complex problem-solving with a sound analytical approach and a winning blend of logical thinking and practical common sense
- Excellent communication skills – both written and verbal
- Teamwork and interpersonal skills

You are likely to have an advantage if you:

- Are fluent in a foreign language, in particular French, Arabic, Portuguese or Spanish
- Studied in a business / marketing and/or IT / computer science related discipline
- Have evidence of previous success in sales

**Salary** £20k - 25k+ first year, performance culture – regular salary review and bonuses

**Location** Coventry

**Start** ASAP

## How to apply

If you believe that you have got what it takes, then send your CV to [recruitment@appliansys.com](mailto:recruitment@appliansys.com).

Please include a covering letter which explains:

- Why are you interested in working in sales?
- Why are you interested in this job in particular?
- What are your particular strengths which make you a stand-out candidate?

**Please note that applications without a covering letter will not be considered.**