

# 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:

- 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: >100% annual growth, customers in over 150 countries, small enough to throw responsibility at you, big enough to be going places
- Work alongside a small team of senior people with world-class sales credentials and receive top-class training
- Rapid exposure and responsibility equals rapid progression and high earning potential

ApplianSys is a high growth UK-based entrepreneurial company which designs and markets server appliances. Over 90% of sales are export, with customers in 150 countries. Its flagship product family, **CACHEBOX**, is the clear world leader in its niche market. **DNSBOX** is also a long-established product family with many customers worldwide, while the **EDUGATEBOX** and **LOADBOX** products are new in 2017, complementary to the existing products.

In turnover and headcount, ApplianSys has trebled in size in the last 6 years. In 2015 it opened a regional office in Austin, Texas and is now adding an office in Kuala Lumpur, Malaysia, to strengthen its global reach. It now looks set to grow even faster, on the back of dramatic sales growth. So it is steadily growing its Product Development team at its Coventry HQ, West Midlands. This is enabling the company to accelerate product development further, and so fuel even more growth.

ApplianSys is now recruiting more people in all areas of the business to support its rapid expansion, which is expected to accelerate even more in the next 1-2 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
- Intelligence and intellect. Able to handle complex issues 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:

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

<b>Salary</b>	£20k - 25k+ first year, performance culture – regular salary review and bonuses
<b>Location</b>	Coventry
<b>Start</b>	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.**