



Job Title: Sales Team Leader \ Director

About the company

- WorldBackups is a SaaS product that allows IT Administrators to backup their corporate servers and desktops securely over the Internet to our secure servers. The real 'value' of our service is in the level of support we provide.
- We distribute our product through Resellers and Affiliates and sell directly to SMEs and medium sized corporates.

Job Description:

- You will be in sole charge of building on our existing B2B sales successes.

Qualifications and experience:

- You must be able to show a proven track record in IT or Telecoms sales and have managed a sales team of at least 5 in size.
- A working knowledge of a Tier 2 or 3 and N+1 data centre environment would be expected.
- Excellent communication skills and technical presentation.
- Experience of MS Dynamics CRM4 and Change Management would also be an advantage.

Responsibilities:

- You will be reporting to the Managing Director.
- Communicating with existing and potential resellers and affiliates.
- UK travel, and some travel to France and the USA will be mandatory.

Package:

- You will be working with one of the UK's leading integrators of disaster prevention and recovery solutions.
- Flexi time working and the opportunity to work from home.
- Excellent salary and benefits package with no capped OTE.