

HEAD OFFICE:

Sigmer Technologies
The Sussex Innovation Centre
University of Sussex
Falmer, Brighton
East Sussex, BN1 9SB



Sales Executive Job Description

Sigmer is seeking to fill the key position of Sales Executive in our Brighton Office.
Closing date for applications: Friday 8th August 2008.

About Sigmer Technologies

Sigmer Technologies provides bespoke and packaged software applications and IT solutions to the corporate, charity and public sectors. Our clients include British Sky Broadcasting, The International Save the Children Alliance, British Film Institute, Scottish and Newcastle U.K. and United Nations organisations.

The Company was founded in 1999 and is based in The Sussex Innovation Centre at the University of Sussex, Falmer, Brighton where the majority of our 30 staff are located.

Our core service and product offerings include:

- IT consultancy
- Website consultancy - including usability and accessibility
- Application design and development
- Database design and development
- Internet / Intranet design, development and hosting
- Website content management solutions
- Online survey software

Our target markets include:

- Medium and large enterprises
- Charities, voluntary organisations and NGOs
- United Nations organisations

About the role

We are looking for an enthusiastic and motivated individual to help sell our products and services during a period of significant growth for the Company. With one new product already launched this year and a further major product in the pipeline we offer an exciting and opportunity-rich working environment.

The ideal candidate must be able to demonstrate good sales skills, attention to detail and the ability to understand and explain complex technology offerings. Possessing a high level of self-confidence, taking the initiative and having a confident, outgoing personality and good verbal communication are also of importance.

Experience of working in a sales environment is essential. Knowledge of IT solutions and B2B sales are highly desirable.

A dark purple banner with a textured, slightly grainy background. The text "considered IT solutions" is written in a white, lowercase, serif font, centered horizontally.

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This is a permanent position. We are looking for someone who is interested in developing their career with us, as we expand our team. The successful candidate must be able to work within a team environment having enthusiasm and ambition to complete projects to the highest standard. We are looking for individuals with an ambition to succeed.

Skills required

- Extensive sales experience
- Knowledge of IT Solutions
- Experience in B2B sales
- Good levels of communication, written and verbal
- Self confident and outgoing
- Calm under pressure

Salary: £25k plus excellent opportunity for commission.

Additional Information: We are looking to fill this position ASAP, so candidates are requested to apply promptly.

How to apply

Interested candidates, please e-mail your CV (in Word format), covering letter and salary expectations to Clair Witcher, Office Manager, at clair.witcher@sigmer.com or write with your CV to:

Clair Witcher
Sigmer Technologies Ltd.
Sussex Innovation Centre
University of Sussex
Falmer, Brighton
BN1 9SB

Closing date: Friday 8th August 2008

Strictly no agencies please

Sigmer Technologies is an equal opportunity employer

considered IT solutions

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