### Job Title

Sales Associate

### Job Description:

* Cold calling and prospecting potential customers with a strong new business focus
* Maintaining and developing relationships with existing customers in person and via telephone calls and written dialogue
* Understanding customer requirements and providing solutions based on Boston’s value proposition
* Representing the company at trade exhibitions & events (potentially worldwide)
* Office Based Role

### Desired Skills & Experience:

* GCSE: English & Maths
* Experience within the IT industry:
  + Sales Associate (2 Years or Less)
* A background within IT hardware / solutions
* Self-motivated and target driven
* Strong communication skills and persuasive sales skills on the telephone and in person

**Job Types:**

Full-time, Commission

## **Who We Are**

Boston Limited has been providing cutting edge technology since 1992 using Supermicro® building blocks. Our high performance, mission-critical server and storage solutions can be tailored for each specific client, helping to create your ideal solution.  From the initial specification, solution design and even full custom branding – we can help you solve your toughest business challenges simply and effectively.

Since its founding in London, UK, Boston has expanded operations globally. Following on from the successful launch of Boston IT Solutions India in 2009, Boston launched Boston Server & Storage Solutions GmbH in Germany a year later, with offices also opening on the West and East coast, USA in 2012.

Boston's high performance, mission-critical server and storage solutions can be tailored for each specific client. We help you create your ideal solution - customising the specification, design and even full custom branding - helping you solve your toughest business challenges simply and effectively.

## **What it means to work for us**

We endeavour to be the best in our field and to achieve this we look for a range of talented individuals, ensuring that they feel valued throughout their employment with us – because we want our team members to get up in the morning excited to come to work – where work doesn’t feel like work! Through great workplace practices and ensuring our employees are well-supported and encouraged to continuously learn and grow.

As an employee of Boston, you can look forward to working in a dynamic environment where no two days are the same. The workforce is lively and enjoy benefits such as;

Pension scheme

Healthcare Insurance

Life insurance

Regular Companywide team building activities and events

Perkbox

Weekly free fruit deliveries

Cycle Scheme

Subsidised gym memberships

Employee of the Month / Year

Flexible working scheme

21 days holiday excluding bank holidays which can go up to 30 by earning more over time

Amongst a wide range of other initiatives

*Last Reviewed 13/03/2023*