

INSIDE SALES CAREERS

Reach your sales potential with Toshiba

Toshiba TEC UK Imaging Systems Ltd is a remarkable Business Services company, so naturally we are looking for dynamic sales people to represent us in the market as we continue to grow.

Our growth plans are ambitious and we encourage our people to be too. Nowhere is this more crucial than in our Inside Sales teams, who are responsible for selling appointments with our field sales consultants into target markets for Toshiba. In turn the consultants are focused on helping as many organisations as possible to achieve their goals by encouraging them to invest in smart technology from across our Business Services portfolio.

We feel passionate about creating a diverse Inside Sales environment packed with enthusiasm and energy, people with a driven, yet creative mind-set, who are motivated by the prospect of working with us.



So, what do we sell?

We sell solutions. Solutions to genuine challenges being faced by prospective customers across a variety of markets and regions, burdened by the weight of cumbersome processes, large data management needs and an ever-growing but often disconnected IT infrastructure, all of which holds them back from focusing on their strategic objectives. Our portfolio is divided into five areas, and we sell software, hardware, consultancy and services across each of them, tailored accordingly:

- > Process Optimisation (including Artificial Intelligence)
- > Managed Print Services
- > IT Services
- > Visual Communications

More detail on each of these areas can be found on our website: www.toshibatec.co.uk.

Excellent benefits for Inside Sales professionals

We know, that to attract top talent we have to offer first class benefits - these include:

> **Uncapped Earnings.**

We know that many sales roles state this, so just to be clear, here are some numbers... In accordance with our Inside Sales payplan, we pay £25 for every appointment arranged with a new prospective client. Our minimum standard KPI is 5 per week, which would add £125 per week to someone's earnings, plus we pay out an additional bonus on any revenue generated from the opportunities they create. Compared to the wider Inside Sales market, the earning potential is up for grabs for those who are passionate and self-motivated.

> **In-house Sales Training and Career Coaching.**

We have a resident mentor working alongside the sales teams, available for 1-2-1 coaching at any time in your career. Whether or not you wish to brush up on a particular skill or just get some advice, they are available to help you develop, alongside all of the other learning and development opportunities we provide.

> **Membership of the Association of Professional Sales.**

All of our sales people are gifted membership to the APS - a progressive organisation who are lobbying for chartered status for the sales profession, and are at the forefront of skills development across all sales industries. All our sales people undergo an ethics exam via the APS as part of their probation period, and the passing of this exam leads to Professional Registration - an emblem of quality among their peers in the open market place. APS membership also gives our teams access to many off-site events, webinars and networking opportunities to expand their business networks and develop their careers.

Additional benefits

We often talk about being part of the "Toshiba family" as members of the larger Toshiba Corporation, but within our own subsidiary we have developed a special family ethos, where we work as a team of equals, irrespective of hierarchy, to achieve a common vision. We encourage open debate, individuality and ask all members of the sales team to bring creativity and innovation to their role, challenging the market and their peers where appropriate. We also want to ensure that your career with us supports a healthy home life, so in addition we offer the following benefits:

- > Flexible working
- > Family-friendly policies
- > Childcare vouchers

Of course, our list of benefits goes further than this, including:

- > 25 days holiday, plus 8 public holidays per annum
- > Contributory Self Invested Personal Pension Plan
- > Life Assurance
- > Annual pay review
- > Long Service awards
- > Employee Assistance website and telephone help line

- > Access to Costco membership
- > Corporate rate gym membership
- > Cycle to Work scheme
- > Corporate rate dental cover

What about career progression?

We are passionate about creating opportunities for sales professionals that flourish against their Individual Success Plans and show a real desire to develop their careers with us. Progression can take many forms and means different things to each of us - it could be promotion to management, extra responsibility, creating a specialism, greater fiscal reward or simply further intellectual stimulation to name but a few interpretations. The point is; whatever progression means to you, Toshiba will give you the opportunity to plan towards it and realise your true potential.

However, don't just take our word for it, here are comments from one of our rising stars:

"A position as an Inside Sales Executive is the perfect place to begin a career in sales. Toshiba are a hugely exciting organisation with an emphasis on innovation as well as excellent customer service. In the role, I am able to speak to prospects about current & relevant topics, helping them solve issues within their business and plan for the future successfully. Being an Inside Sales Executive means you can be the beating heart of the office, setting the tone of success & determination and play a hugely important role in driving the business forward. An Inside Sales position gives you an excellent opportunity to enhance your new business development skills through a combination of hard work and the thorough support structure that Toshiba provides, laying excellent foundations for a successful career in the future. "

- James Yorke, Inside Sales Executive

So, if you'd like to further your career with Toshiba, you can find out more about working with us at:
www.toshibatec.co.uk/about-us/careers/