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Job Title:	Client Relations Manager
Contract Type:	Full Time
Location:	Sheffield/Remote Working
Salary:	£20,000-£30,000 + Uncapped Commission (OTE £25,000-£80,000)

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## Job Description:

VeryPC are seeking candidates for the exciting role of Client Relations Manager in our Business and Education sales team.

## Who we are:

For nearly two decades the VeryPC family has been supporting small businesses and schools, both locally and across the UK, with technical solutions to keep them learning, growing and succeeding.

We're a passionate group, geeky in our love for technology and happiest rolling our sleeves up and going the distance for our customers. They value our commitment to partnership and respect us as trusted advisors.

As creators of our own technology product, we have exceptional technical expertise. We also partner with some of the best technology brands in the world to support our best-in-class reputation. Our wrap around service flexes to the specific needs of our customers, ensuring that everyone gets the very best from their products, and total peace of mind.

At VeryPC, our focus is on customer success – whatever that looks like and wherever that takes place.

## Why join us:

- Join an innovative, family feel fast growing business
- Opportunity to make a difference
- Monthly team social events
- Room for progression
- Flexible work location
- Competitive salary package
- 20-24 Days Holiday + Public Holidays

## Our core values:

- Teamwork – Better Together
- Passion – Love What We Do
- Integrity – We Do What We Say
- Excellence – Deliver Our Best
- Service – Customers First
- Innovation – Imagine, Create, Deliver

## About the role:

Responsible for the growth and development of a base of existing accounts as well as acquiring new business.

## Key responsibilities include:

- Account manage a portfolio of customers
- Maintain, profile and develop relationships within your assigned portfolio of contacts
- Any relationships you bring to VeryPC, stay as your own.
- Develop new business relationships from marketing generated leads
- Sell and promote the business's full technology portfolio
- Ensure individual sales targets and KPIs are achieved on a monthly basis
- Grow Net spend in your assigned account portfolio
- Work with other departments to ensure customer satisfaction and retention

## The Candidate:

We are seeking individuals with a proven track record in sales and history of hitting/exceeding targets.

The ideal candidate will be:

- Minimum of 12 months exposure to selling technology solutions or services
- An interest in technology
- Ambitious and Self-motivated
- Capable of managing own time and workload
- Able to develop and close Business Opportunities confidently
- Well-presented, enthusiastic, positive and confident.
- Strong with their communication skills (listening, persuasive, presentation)
- Service first in their approach and treat customers with care to gain trust & respect
- Good phone skills / experience of selling over the phone to end users
- Proven track record of new business and ability to retain customers and cross sell additional products services

## Our Products and Services:

- VeryPC Manufactured IT Hardware
- Branded IT Hardware (Dell, Lenovo, ASUS etc)
- Audiovisual hardware and solutions
- Software Licencing and Digital Subscriptions
- Technology Peripherals
- Managed IT Services

This is an excellent opportunity with a highly competitive commission structure.

The position is a full-time permanent role working Monday to Friday 08:30am - 17:00pm

If you're ready to accept the challenge and join the VeryPC family, please email a short introduction and accompanying CV to [thrive@very-pc.co.uk](mailto:thrive@very-pc.co.uk)