IT Sales Apprentice

An exciting opportunity to develop a rewarding career in IT sales.

This 18-month apprenticeship provides a structured programme of training and development, leading to a role as a Sales Executive, and potentially then into account management. It's a full-time (37.5 hours per week), permanent role based in our Skelmersdale head office, with a blend of office, home and field working.

Grow personally, develop your skills, and become part of our growing family of colleagues. We offer a supportive and collaborative work environment, competitive salary, and comprehensive benefits package. Apply now and seize the opportunity to shape your future with us!

About us
IT Managed is a successful and established company with almost 20 years' experience in the IT industry. We are currently seeking motivated individuals to join our team as IT Sales Apprentices.

Benefits
We value our employees and offer a range of benefits, including:
- Competitive basic salary of approximately £20,000 pa
- Bonus plan based on performance
- Generous holiday allowance
- Employer pension contribution
- Flexible working arrangements
- Free on-site parking and refreshments
- Funded eye tests
- Costco Membership providing reduced-price fuel
- Confidential wellbeing counselling with an external provider
- Company-funded sociable activities and events.

The role
As a Sales Apprentice you'll combine training in the core principles of consultative selling and account management with valuable sales activities.

You'll receive a blended learning programme including physical and virtual classrooms, eLearning, practical skills development activities, and on-the-job training, with monthly one-to-one coaching and support from a Development Coach. The programme is designed to develop the knowledge, skills, behaviours, confidence, and professionalism to progress your career in sales.

Working with the support of colleagues, your practical work involves customer outreach, prospecting and lead generation, use of CRM (customer relationship management), gathering market intelligence, and as you progress conducting sales presentations, negotiations, and deal closure.

Qualifications and requirements
- Level 2 Functional Skills in math and English (or equivalent) are required before entering the End Point Assessment.
- Existing Level 2 qualifications in math and English would exempt the apprentice from this requirement.
- A valid driver's license and access to a vehicle are necessary as this is a field-based role.
- Commitment and passion for the role and providing appropriate IT solutions.

Duration and training

The apprenticeship lasts 18 months, with 14 months of practical training and a 4-month period of End Point Assessment (EPA). The program includes:

- Blended learning approach with physical and virtual classrooms
- eLearning modules to enhance your knowledge
- Skills development activities and on-the-job training
- Monthly one-to-one coaching and support from a Development Coach.

How to apply

If you are eager to kickstart your career in IT sales, please submit your application today. Send your CV and a covering email outlining your interest in the IT Sales Executive Apprenticeship to careers@itmanaged.net.