



**iT 365**

**Sales Executive**

## Role Details

Location: Warrington

Salary: £30,000.00 - £35,000.00 per year

Department: Commercial/Sales

## About IT365

IT365 is a long-established, fast-growing managed service provider supporting organisations across the UK and internationally. For over 15 years, we've helped businesses operate smoothly, stay secure, and remain productive with proactive, reliable IT services.

We're looking for a Sales Executive to join our Warrington team. This is a key role focused on driving revenue growth through two streams: driving new revenue and expanding existing clients. You will own the opportunity through to close-working alongside our Customer Success and service teams to turn demand into measurable growth.

This is a commission driven role with strong earning potential for the right person.

## Our Mission

To exist to ensure our customers' operations run smoothly, so they can focus on what matters most – with peace of mind built into every solution.

## Our Vision

To be the trusted IT partner that grows with our customers, locally and globally. Making their lives easier, enabling shared success, and becoming a valued part of their team.

## Key Responsibilities

### **New Business (Primary Focus)**

- Own and respond to inbound leads across all channels
- Run discovery calls to qualify needs, stakeholders, and budget
- Position IT365 services clearly and commercially
- Build proposals and close new agreements (MRR-led)

### **Existing Client Growth (In Partnership with CSM)**

- Attend QBRs and strategic reviews to identify opportunities
- Take ownership of:
  - Proposals
  - Pricing
  - Closing upsell opportunities
- Convert roadmap and lifecycle recommendations into revenue

### **Pipeline & Sales Performance**

- Build and manage a healthy pipeline (3x target minimum)
- Prospect through referrals, campaigns and events
- Maintain accurate CRM data and pipeline forecasting
- Work closely with marketing to convert campaign activity

### **Commercial Ownership**

- Own deals from initial conversation to signed agreement
- Ensuring pricing, scope, and value are clearly communicated
- Support smooth handover into onboarding

## What Success Looks Like

- Consistent monthly MRR growth
- Strong pipeline with high conversion rates
- Clear contribution to new business and client expansion
- Close alignment with Customer Success to expand opportunities

**Commission structure to be discussed during interview.**

## Qualifications & Experience

### Essential

- Experience in an MSP, IT Services, or technical delivery environment
- Proven ability to close new business and expansion deals
- Strong commercial understanding (not just technical knowledge)
- Confident running discovery calls and presenting solutions
- Highly organised with strong pipeline management
- Self-driven, target-focused, and accountable

## Skills & Attributes

- Commercial mindset – thinks in terms of value, revenue, and closing, not just activity
- Strong closer – confident taking ownership of deals and driving them to completion
- Consultative selling approach – able to link IT solutions to real business outcomes

- Clear communicator – explains technical concepts in simple, commercial language
- Proactive and driven – self-motivated with a strong focus on targets and results
- Collaborative – works closely with Customer Success and Marketing to convert opportunities

## Desirable

- Experience in Managed Services (MSP)
- Exposure to recurring revenue models (MRR)
- Strong proposal writing and negotiation experience
- Experience working alongside account management /CSM teams

## What You'll Love About Working Here

- Company pension
- Private healthcare
- Free on-site parking
- Your birthday off
- Annual training budget
- 28 days' holiday including bank holidays
- Opportunities for structured progression within our tiered support model
- A culture built around trust, shared success, and a forward thinking team.

## How to Apply

Send your CV and a short introduction to: [recruitment@itsupport365.co.uk](mailto:recruitment@itsupport365.co.uk)