

Account Executive/ IT Services and ERP Consulting

Market changes have forced many projects and business initiatives to be scrapped. Earnings for top sales people in the IT services industry are suffering due to lack of training and adapting to the down turn of the economy. Come and join an exciting young company with a proven sales strategy that thrives in good and bad times. Add to your experience and expertise in the market to build your range of business offerings and gain market share.

Kite Consulting Group is on target to be included in the Times Top 100 Fastest Growing Companies irrespective of market conditions. Break from the herd and come join an innovator and proven leader.

We are in search of experienced Senior Account Executives with a background in selling IT software, turnkey solutions or staff augmentation consulting services into large Blue chip accounts.

We offer a fantastic, lucrative, open-ended bonus scheme with an attainable OTE of over £100K+ your first year. This is an excellent opportunity to build your own empire, becoming a working leader and use business campaigns to establish regular repeat customers for a competitive long-term edge.

For the truly ambitious, there are opportunities to open offices nationally and internationally.

KCG offers a comprehensive, ongoing training package with an in house program and a proprietary methodology for servicing customers looking for ERP solutions, enhancements, upgrades and better R.O.I from their ERP investment. We aim to assist every team member in reaching their potential through our proven full lifecycle training, comprehensive & bespoke sales methodology, customised CRM, advertising and state of the art marketing.

Requirements:

- In order to integrate fully with our methodology we require experience of selling and offering business solutions in the highest level of organisations
- Recent successful sales experience within ERP consulting services, ERP software or ERP turnkey solutions is ideal. Successful Senior Level ERP Recruitment Consultant experience will be considered
- Degree Educated
- Membership or desire to be part of industry organisations and/or user-groups.
- Management references and validation of employment/earning will be required.
- Kite recruit commercially aware individuals who have consistently ranked top 20% in their teams.

Kite Consulting Group is an Oracle Business Partner specializing in the Oracle Suite of ERP applications. KCG has been trading since 2003 and has a turnover in excess of £8m. Kite rewards successful individuals with outstanding financial and benefits packages, long term skills development and fast internal progression.

Kite has an inclusive, motivated environment and is on track to become one of the Europe's leading organisations in Oracle ERP Business Solutions within the next 2

years. Kite has grown 100% per year for each of the last 3 years and is expected to accelerate the pace of growth over the next 12 months.

Please send in your CV to us only if you are passionate about your career and business.