

ECSC - UNRESTRICTED

Ref: TS10141

Sales Consultant

ECSC is a leading vendor independent information security consultancy and IT security managed service provider. As part of our rapid growth (currently 40%) we now have a number of vacancies in our sales team.

One of very few truly vendor independent consultancy and service providers in the UK, we have a comprehensive range of innovative and unique information security propositions, that can be tailored to meet the specific needs of each client. We are able to draw on a wealth of experience gained from helping clients of all shapes and sizes, in sectors as broad ranging as IT and finance to manufacturing and military.

Your ability to engage with all levels of management, and empathise with their business pressures and opportunities, will help you generate the confidence that is necessary for clients to share their security shortcomings and fears with you. Relating these needs to ECSC's portfolio of services, will allow you to provide solutions ranging from short term specialist consultancy, to ongoing security support programmes.

We are particularly interested in recruiting sales consultants with experience of selling consultancy services and/or with relevant IT/security experience.

You will have an impressive track record of delivering on sales targets, whilst operating with total trust and integrity at all times.

Your communications skills, written, oral, and listening, must be first class. Any authoring of articles/papers etc, and presentation experience will also be an advantage.

You will either be based in our West Yorkshire head office, or working from home (preferably located in the South/South East).

A current UK driving licence is a requirement.

Our employee benefits package includes, share options, company pension scheme, profit share, and private healthcare. ECSC is an equal opportunities employer.

All applications must follow our standard procedure. You must apply for a specific post, quoting the reference number, including:

1. Curriculum Vitae including current, or most recent, salary (basic and earnings).
2. Letter of application, stating why you feel this is the right role for you.

As we will be making first contact with potential employees by telephone, please include a contact telephone number with details of when we may contact you – specifying day or evening.

Apply to careers@ecsc.co.uk or by post to:
ECSC Limited,
1 Valley Court,
BRADFORD,
BD1 4SP

Starting ASAP. Salary: £60,000 to £120,000 OTE p.a. depending on skills and experience.

Recruitment agencies: we only deal directly with the candidate, however approved agencies may submit applications on their behalf. Please note that no additional information will be given prior to initial short-listing. Please call/email for our standard terms and conditions.
TS10141 10/6/2008