



**VACANCY**  
**Brother UK Ltd.**

**Job Title**                    **Pre Sales Technical Consultant - South**  
**Reporting to:**            **Mike Mulholland**  
**Dept:**                        **Services and Solutions**  
**Salary:**                    **Competitive**  
**Company Car:**            **BMW 118d 2.0d 5dr Hatch SE Manual**

Are you ambitious? Do you like a challenge? Brother UK is going through major change that will see us focus more on solutions in the areas of Collaboration, Digitisation and Mobility. Your job as Pre Sales Technical Specialist plays a major role in the transformation by assisting our Sales Team in the South of the UK, you will be on hand to provide invaluable technical advice, visit key customers and events. You'll need to build lasting relationships both internally and externally to increase opportunities for Brother Solutions

We're looking for an energetic, self motivated people person that knows about today's technology. Knowledge of the print industry would be beneficial but not essential. Are you this person? If so we'd like to hear from you.

**Objectives**

- To provide consultative technical sales support to the BUK Sales teams and channel partners during sales cycles.
- The Pre-Sales Technical Consultant role supports sales productivity and deal flow by securing the "technical close" in complex solutions. The PSTC collaborates with Sales, Product Management and Technical Support resources, solutions partners and channel partners to ensure proposed deals include technical solutions that accurately address customer needs, and are appropriately supported by key customer technical decision-makers.

**Main tasks**

- Maintain a high level of technical knowledge of all brother printing products, services and solutions. Maintain to a high level technical knowledge through brother product training and self learning.

- Support channel and Brother sales in the building and presentation of services and solutions opportunities. Provide pre sales consultation, technical advice and support to sales teams, including channel and brother proposal writing.
- Act as the Audit Manager and Solutions Architect and Auditor as and when required. Design solutions that meet the requirements of the customers print policy and the commercial requirements of Brother UK.
- Align with the clients IT representative to clarify and scope the IT infrastructure and technical specifications that will enable the sales process to continue through the sales cycle phases.
- Take an entrepreneurial approach to the development of new sales opportunities within existing business. Collaborate with channel and Brother sales to ensure these opportunities are effectively developed and managed.
- Act as the technical team manager within the brother implementation team as and when required.
- Acquire and develop all necessary consultative sales skills. Utilise Brother University, training offers from BUK and external training courses in accordance with the companies' personal development programmes.
- Attend as the technical representative in sales cycles, at Exhibitions, Reseller events & End User events as and when required.
- To provide post sales technical support teams with the service specification/design of bespoke solutions.
- To test competitor products and solutions as and when required.
- To provide Assessment Services to channel and Brother sales opportunities when authorised by the line manager.

### **Essential**

- A level education or equivalent.
- Customer focused attitude.
- High level of technical awareness and thorough experience of product and market.
- Consultative experience in a sales environment.
- Experience in a technical support role.
- Excellent communication skills both verbal and written.
- Experience in a field based role.
- Proven ability to build strong working relationships.
- Ability to prioritise and manage own workload.

### **Desirable**

- Up to date knowledge of competitor technology, products and services and an awareness of the market trends.

This is a fantastic opportunity and interested candidates should send a detailed CV to HR via email [Recruitment@brother.co.uk](mailto:Recruitment@brother.co.uk)

**CLOSING DATE: 19<sup>th</sup> September 2014**