**Job Specification**

B2B Sales

MCC are looking for new team members! Are you looking for a new challenge? Do you want to work a four-day week?

We are hiring for Account Managers/Salespeople to join our growing B2B Team.

We are looking for dedicated individuals to manage existing accounts and make new connections. You will be based at one of our regional offices in Newton-le-Willows or Kendal, depending on your location.

**Who are MCC Digital?**

We are Apple Authorised Resellers and Apple Authorised Education Specialists. At MCC Digital we have decades of experience creating and deploying Apple solutions for the education, business, and public sectors. At MCC Digital we do things differently, people are at the heart of what we do.

That's why we believe in creating an inclusive, supportive environment for our staff and customers. We pride ourselves on excellent customer service and prioritise staff wellbeing, which is why we are implementing a four-day work week starting January 2023.

**Responsibilities and Duties**

As part of the expanding team at MCC, you will be responsible for supporting businesses across the UK with their technology requirements.

This involves:

• Developing new relationships to grow business and support company-wide growth

• Regularly liaising with customers

• Maintain existing relationships and growth via referrals and increased share of spend

• Support customer acquisition marketing activities

**About You:**

• A minimum of 3 years education/education technology/sales experience

• Able to demonstrate drive for results and an action orientated nature

• Customer focused and strong communication skills

• An active and agile learner with career ambition

**MCC Digital Benefits:**

Here at MCC Digital we have amazing benefits for our staff. Take a look at the list below:

• 4 Day Work Week starting 2023!

• Hybrid Working

• Pension scheme

• 28 Days Holiday

• Sales incentives

• Employee Wellbeing Initiatives

• Regular Staff Socials

Job Type: Full-time, permanent, flexible office base.

Salary: £30-42k OTE (uncapped commission structure)