

Sales Manager/ Established Sales Person – Glasgow Branch

We are looking to recruit a Sales Manager, and/ or an established Senior Account Manager who is ready to develop his/ her management potential, to join our Glasgow Commercial Sales Team. This is a new appointment and an important one to help us to grow in line with our objectives.

Capital Document Solutions is Scotland's largest independent supplier of market leading office equipment, print management software and document solutions to the private and public sectors. We have over 200 employees working out of our branches in Edinburgh, Glasgow, Aberdeen, Dundee, Inverness and Shetland.

As the major Scottish dealer for Ricoh, Konica Minolta and HP, we work closely with our clients to achieve significant reductions in their operating costs through our managed print services and at the same time, help them reduce their carbon footprint.

Our reputation in the industry is second to none, achieved through 35 years of specialist knowledge, our highly trained and dedicated staff and a passion for customer service.

This is a particularly exciting opportunity to join our company in a period of record and consistent sales growth within the Scottish marketplace. We now seek additional sales professionals who can help us build on the success of our existing sales force.

Our ideal candidate already lives and works in the Glasgow area and has both an in-depth knowledge of the area and strong network links within the local business community. To successfully sell our document solutions and managed print services, it is likely that your background will be in a business to business sales environment. This could be in IT, Telecoms, Software, Cloud Services or similar technologies, and where you can demonstrate that you have developed strong relationships with procurement, facilities and IT managers up to board level in the corporate and commercial SME sectors. A high degree of personal integrity and a proven track record in developing new and existing accounts are essential prerequisites for this role.

To fully support our sales force in their Total Document Solutions approach, we have an excellent team of Professional Services Consultants, Audit Specialists and Customer Training Officers. They will play a significant part in your initial training programme which will consist of a comprehensive introduction to Document Solutions selling and to our software and hardware products and capabilities.

Our employee benefits include a competitive remuneration package, a car allowance or a company car and auto enrolment into the company pension scheme to which the company contributes.

Sales People are also sought to expand our operations in the Perth, Dundee and the Angus area and in the Borders region.

To register your interest in any of these roles, please contact either by phone or email:

Beverley Burness
HR and Operations Manager
Capital Document Solutions
DD: 013 1 550 9509
bburness@capital-solutions.co.uk