



Sales Opportunities – Glasgow Branch

Capital Document Solutions is Scotland's leading independent provider of photocopiers, printers and scanners together with market leading print, fleet and document management software. We provide print and document solutions tailored to specific business needs. 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 to reduce their carbon footprint.

We have two new vacancies based in our Glasgow office for sales professionals either wishing to develop their successful sales careers further, or graduates with marketing experience at the start of their careers, keen to join a progressive sales and technology company. These are particularly exciting new opportunities to join our company in a period of record and consistent sales growth within the Scottish marketplace.

Telesales Executive:

Our ideal candidate will either already have telesales experience, not necessarily within the industry, but ideally in an IT business to business sales environment, or you will be a graduate with marketing experience looking for an opening in this type of progressive sales company. Your initial role will be to generate leads for all of the Glasgow sales team with a view to progressing to a field sales position after 12 months and your own designated territory, made up new business leads and existing accounts.

Field Sales Executive:

Our ideal candidate will already live and works in the Glasgow area and have 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. A company car or a car allowance will be provided.

Training and Development

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 manufacturers will also provide product and sales training.

Our employee benefits include a competitive remuneration package and company pension scheme. We are an ISO 9001 and 14001 accredited company and our reputation in the industry is second to none, achieved through 35 years of specialist knowledge, our highly trained staff and a passion for customer service.

To register your interest in either of these roles, please contact:

Beverley Burness

HR and Operations Manager

Capital Document Solutions

DD: 013 1 550 9509

bburness@capital-solutions.co.uk