

Visual Products Sales Specialist

Capital Document Solutions is now actively looking for a specialist in Visual Presentation Technology/ Communications Services to sell our exciting new range of Ricoh interactive whiteboards and projectors.

There is also the opportunity to develop the role in this new area of fast growing business into a sales management position, heading up a team of specialists across our 5 Scottish branches with the benefit of direct access to Capital's extensive private and public sector client and prospect base.

The Role

The Visual Products Sales Specialist will implement a defined Communications Services strategy to achieve development of this new business area within Capital. He/ she will plan and execute sales campaigns and activities to win product and support revenue for Interactive Whiteboard and Projector Solutions. This will include producing sales proposals for presentation to end users and professional demonstrations of the products.

Communications and working relationships

As our visual products specialist, he/ she will be expected to produce an overall marketing and sales plan in agreement with Capital's Sales Management team that profiles an agreed number of existing accounts and targeted new (prospect) accounts, while producing timely and accurate sales forecasts on a weekly and monthly basis.

The Visual Products Sales Specialist will also work closely with our Accounts Managers, who have overall responsibility for client development, to drive business in new end user accounts and existing accounts.

Skills, experience and responsibilities

The successful candidate is likely to have 2-3 years field sales experience within the AV industry selling solutions directly to end users either on behalf of a manufacturer or a recognised AV market specialist.

A proven track record of achieving sales targets is required, coupled with a relatively broad technical understanding/ competence for the solutions being sold. Of equal importance is an understanding and experience of working with major corporate and SME accounts.

The successful candidate must be prepared to travel within our Scottish territory and spend his/ her time working from our branch offices to develop the pre-requisite relationships with clients as well as our regional sales and pre-sales personnel.

Efficient time management and the ability to work under pressure are mandatory for this role to ensure sales objectives are achieved. The key personal attributes required to be able to achieve and exceed the targets set for revenue, margin, profit and units, are tenacity and an aptitude to develop new business in both existing and new accounts. The ability to work in partnership with our other Document Solutions sales teams is also vital in ensuring an aligned strategic approach to the market.

The Products - ground breaking technology

Ricoh Interactive Whiteboards offer high-quality, smooth handwriting and a high-resolution display, enabling easy remote image sharing.

They are ideal for demonstrating software in any discipline or recording meetings and can be used in a variety of settings, including corporate boardrooms and work groups in remote offices to enhance productivity and cost-efficiency.

Whiteboards are increasingly being sought after as an interactive training tool throughout the public sector in classrooms, hospitals and universities. Their ability to surf the internet, show and annotate videos, annotate text documents or demonstrate software can be a major cost saving when compared with equipping an entire IT or training room with individual computers. Ricoh's whiteboards can enable as many as 20 other remote users to join a meeting through a web browser on their smart devices. Finished work can be printed and stored to USB or network folder as a pdf.

Ricoh's range of interactive projectors have cutting edge technology, outstanding image quality and ease of use to satisfy any of the diverse needs of private or public sector organisations. They also have an "eco mode" option to reduce running costs and carbon footprint. Ricoh is one of the *Global 100 Most Sustainable Corporations* for the tenth year running.

The Company

Capital is Ricoh's Premier Partner in Scotland, and one of its largest dealerships in the UK. We are also an accredited Gold Customer Service Prestige Partner. As a result, our customers benefit from both our strong buying power and our technical expertise.

Capital Document Solutions is also Scotland's largest independent supplier of office equipment - and document solutions, with over 220 employees working out of Edinburgh, Glasgow, Aberdeen, Dundee, Inverness and Shetland. We provide print and document solutions tailored to specific business needs to a large customer base with offices and premises throughout Scotland. As the major Scottish dealer for market leaders Ricoh, Konica Minolta and HP, we work closely with our customers 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 are a leader in our field and also one of only 6 approved Scottish Procurement public sector suppliers. Our reputation in the industry is second to none and has been established over the years by our highly trained staff. Capital has grown significantly since being established in 1979 and acquired Highland Office Equipment in 2013.

Benefits/ Conditions

- Based in our Edinburgh/ Glasgow HQ office with travel to our other branches
- Salary dependent on skills and experience
- Car allowance/ company car and fuel card
- Working hours: Monday to Friday 8.30am to 5.00pm
- 23 days annual holiday plus 8 public days, with an extra 2 days after 2 years' service
- Auto enrolment into the company pension scheme after 3 months
- Staff Parking
- ISO 9001 (Quality) and ISO 14001(Environment) accredited Company
- FPAL advance registration

To apply

This is a new sales role and business area within Capital and if you are already experienced in this sector and looking to head up an exciting new challenge with the benefit of Scotland's leading office equipment supplier behind you, please send your CV and a covering letter to:

Beverley Burness

bburness@capital-solutions.co.uk