

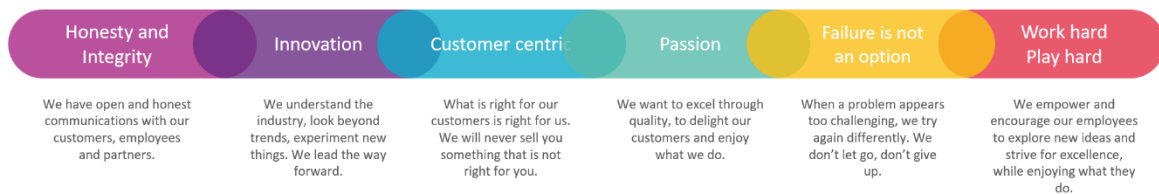


## Customer Sales Representative – US

### Why Aura?

Aura is a Leading Global Managed Services company specialising in delivering technology across the globe. Aura's HQ is in London and we are proudly partnered with some very prestigious global organisations who are going through a significant level of growth, following high levels of investment. As an organisation that specialises in business transformation, technology and service management is at our core and plays a central part in delivering excellent levels of customer service. With this comes investment into Technology, and an environment where you will have a strong level of autonomy, and the freedom to drive change, with backing from senior leadership.

The culture is fantastic, and certainly the right environment to build a career, with industry-leading benefits, and a modern outlook to the work-life harmony of staff.



### Who are we looking for?

Following continued growth, Aura is looking to recruit a Customer Sales Representative within its Engagement Team. The role's ultimate priority is to deliver customer satisfaction and loyalty with existing and new customers. The ideal candidate will have the confidence and self-motivation to understand the customer's business, assist in solving complex problems and delivering customer delight. The role will demand professional account management skills to assist customers in making informed decisions when making a technology investment. In parallel, this role will be paired with a Client Manager to drive incremental sales while improving profitability.

### Responsibilities & Duties

- Deliver customer satisfaction and loyalty.
- Pro-active account management and development of productive customer relationships.
- Identifying and generating new sales opportunities.
- Provide support of all quoting and order management activities for assigned customers.
- Accurately respond to customer requests and requirements in a timely fashion.
- Working with the consulting teams to ensure technical validation.
- Planning and sales reporting to assess progress against sales targets using Salesforce.
- Generation and qualifying new business opportunities and selling solutions across the portfolio.
- Recommend sales strategies, process improvements and automation based on customer business.
- Working within your team to support and execute customer strategies.
- Assist, mentor and develop next generation Customer Sales Representatives.



### Personal Attributes

- Exceptional verbal, written and interpersonal communication skills.
- Comfortable in presenting and negotiating.
- Passion for learning – customer business, new and disruptive technologies and industry trends.
- Affinity for new and disruptive technologies and industry trends.
- High motivation with determination and grit to succeed.
- Strong organization skills.
- Ability to adapt to change.
- Attention to detail.
- Team player.

### Requirements

- At least two years of value-based selling and sales support.
- Proficient PC skills (i.e. Microsoft Office 365 Suite).
- Knowledge in one of key technology areas (i.e. networking, collaboration, security, etc.)

**Reporting to** – Commercial Manager (Head of Engagement Team)

**Location** – US (Illinois preferable)

### Package:

- Competitive Salary and OTE
- 20 days Paid Time Off + Sick Leave
- Company 401k Pension Scheme
- Company Health & Life Insurance
- Dental & Vision
- Plus access to other industry leading benefits

### How to apply:

Email your CV to: [jointheteam@auraalliance.com](mailto:jointheteam@auraalliance.com)

Subject line: Job opening and your full name.

After emailing us, you will hear from us in less than 15 days.

Not the job for you? Share it with a friend that you know will be perfect for this role!