

Fujitsu Australia Limited (Fujitsu) is part of one of the largest Information and Communication Technology (ICT) services companies in the World with annual revenues of more than \$60 billion. Established for over 80 years, we employ in excess of 160,000 employees across 100 countries.

Since 1972 we've grown to employ 5,000 people across our Australian and New Zealand operations and we continue to grow. In addition to extensive employee benefits packages, we offer real opportunities for growth and development and long term career options for high performers.

## **What's On Offer?**

We're offering exciting opportunities for "up and coming" sales, IT or business professionals to join one of the world's largest ICT services companies and be developed into high achieving ICT sales professionals.

You will have opportunities to (further) develop your sales skills, leveraging your past IT experience, or applying business or marketing know-how to sell a broad range of ICT professional services and projects.

Successful candidates will be trained to be experts in the end-to-end sales process, working with the business to identify potential clients, being mentored on how to qualify cold and warm leads, and supported to turn these into opportunities and successful sales.

Prior IT or business experience would be an advantage, however the ideal candidates must demonstrate a track record of delivering results in competitive environments where teamwork is essential.

### **Responsibilities**

- Sales of a broad range of ICT projects and professional services
- Work with an expert team of business and technical professionals
- Managing sales process from qualification to closing deals

## **What Do We Want From You?**

In order to be successful you need to be self-motivated and ambitious, creative and able to work in a team environment, have a passion for technology and be looking for a long term career with a leading global IT services organisation.

You will be able to demonstrate these qualities through both personal development and education, as well as life and work experience.

Successful candidates should also be able to demonstrate that they are self-confident individuals who love achieving targets and goals, for which they will be financially rewarded.

### **Experience/Qualifications**

- Good communication and presenting skills
- Ability to solve problems efficiently and effectively
- Sales, Services or ICT sector experience is of advantage
- University degree, preferably in an ICT, business or a marketing stream

## **Location**

**Sydney/Melbourne**

## **Application Closing Date**

6 August, 2016

## **How to Apply**

Please send your CV and cover letter to Tristan Liles [t.liles@sport.usyd.edu.au](mailto:t.liles@sport.usyd.edu.au)

*Interested? Please refer to the Employment section on our website:*  
<http://www.fujitsu.com/au/about/local/employment/>