**Job Title: UC Sales Specialist**

**Department:** UC Sales Team (within collaboration)
**Location:** London (with hybrid working options)
**Reports to:** Head of UC Sales

**Role Overview:**

SCC is seeking a dynamic and outcome-focused **UC Sales Specialist** to join our Sales Overlay Team. This role is pivotal in driving Unified Communications (UC) and Contact Centre solutions across our client base, providing both technical and commercial expertise to the wider SCC sales community. The ideal candidate will have a proven track record of working with leading UC and Contact Centre providers and will be passionate about delivering business outcomes through technology.

**Key Responsibilities:**

* Act as a subject matter expert in UC and Contact Centre solutions, supporting SCC account managers in identifying and qualifying opportunities.
* Provide technical and commercial guidance throughout the sales cycle, including solution design, pricing, and proposal development.
* Engage directly with customers to understand their business challenges and translate them into tailored UC solutions.
* Collaborate with vendor partners to stay current on product offerings, roadmaps, and incentives.
* Lead customer presentations, demonstrations, and workshops to showcase SCC’s UC capabilities.
* Support bid responses and contribute to RFPs with relevant UC content.
* Maintain a strong understanding of market trends, competitor offerings, and emerging technologies in the UC space.
* Drive pipeline growth and conversion through proactive engagement and strategic account planning.

**Required Skills & Experience:**

* Proven experience in selling UC and Contact Centre solutions, ideally with exposure to providers such as Microsoft Teams, Zoom, Cisco, RingCentral, 8x8, Genesys, NICE, or similar.
* Strong commercial acumen with the ability to build compelling business cases and ROI models.
* Excellent communication and presentation skills, with the ability to engage stakeholders at all levels.
* Experience working in a sales overlay or pre-sales capacity within a technology reseller, MSP, or vendor environment.

Experience of leading and delivering consultative based new business sales strategies

* Outcome-focused mindset, with a consultative approach to solution selling.
* Ability to work independently and collaboratively across teams.

**Desirable Qualifications:**

* Certifications from leading UC / technology vendors
* Familiarity with cloud-based UC architectures and integration with CRM/ERP systems.
* Experience in vertical-specific UC solutions (e.g., healthcare, finance, retail).

**Why Join SCC?**

* Be part of a forward-thinking team driving digital transformation across industries.
* Access to leading vendor partnerships and cutting-edge technologies.
* Opportunities for career development and training.
* Competitive salary and benefits package.