



ITAD BNP PARIBAS 3 STEP IT

CONTEXT

BNP Paribas Leasing Solutions and 3 Step IT have agreed to create a European strategic alliance with the ambition to provide complete, sustainable, technology lifecycle management solutions internationally. This service offer, deeply rooted in the circular economy, will meet organizations' demands for more flexible and sustainable product as service solutions.

This alliance will be effective in the 20* European countries where each of the partners operates, as part of a partnership developed under the name "BNP Paribas 3 Step IT". Within the partnership, a joint venture operation will trade in 11 countries, starting in France, Italy, Germany, Belgium, the Netherlands and the United Kingdom.

BNP Paribas Leasing Solutions is a European leader in financing professional equipment. It has been active for more than 20 years in the rental and lifecycle management market. Its technology equipment services have been available in France and Italy. The partnership with 3 Step IT enables this business to expand internationally and to strengthen its re-marketing capabilities at the end of the contract.

3 Step IT is a technology life cycle management specialist. It is a leader in northern Europe, with headquarters in Helsinki. Its services include funding the acquisition and management of technology (usually IT devices), and then refurbishing and remarketing them. This partnership enables 3 Step IT to expand into other countries, notably in Western Europe, where BNP Paribas Leasing

The alliance between BNP Paribas Leasing Solutions and 3 Step IT confirms a joint ambition to become a leader in the field of finance and product as a service solutions for technology equipment in Europe.

The plan is to take a lead in promoting the circular economy with services that help maintain equipment in use, and recondition returned equipment for resale to extend its life.

BUY BACK POSITION

An exciting opportunity for a competent and experienced Account Manager to join us who has experience within the IT Asset Disposal (ITAD) marketplace

BNP Paribas 3 Step IT is undergoing intense growth plans and this role is paramount to realizing those plans.

The role will be responsible for sourcing and acquiring existing and new clients redundant IT Assets, along with working with our Rental team to helping upsell the BNP Paribas 3 STEP IT model.

You will also be responsible for building, developing and executing a sales strategy to work with our existing client portfolio within our ITAD division.

Working pro-actively with your counterparts from other countries within the BNP Paribas 3 Step IT Group to develop the international ITAD Business offering.

RESPONSIBILITIES

- Seek out new client opportunities to help expand and enhance our existing client portfolio within the ITAD team
- Establish a professional, working relationship with the new and existing ITAD clients
- Seek out Resellers to start partnerships with, for the ITAD offering they give to their client base and account manage the relationship to drive continued business
- Develop a clear strategic account plan for all existing and new Clients, with the main point of contact being the Procurement team
- Develop and maintain a strong understanding of the market place and the competitors within this area.
- Develop and maintain relationships with BNP Paribas 3 Step IT cross functional counterparts, to enhance our value proposition to the Clients
- Draw up Quotations for new and existing clients regarding their redundant IT Assets
- Gain an understand of our Data wiping and logistics process and procedures to enhance your sales knowledge of our offering
- Work within the ISO 90001, ISO 14001 & ISO 27001 Standards
- Apply the new GDPR regulations

COMPETENCES AND SKILLS REQUIRED:

- Solutions sales specialist within the IT Asset Disposal sector.
- Technical expert competencies in IT : related to the evolution of the IT environment, high hardware knowledge required for bringing anticipation and vision to the client with relevant advisory
- Experience of selling our service offering to key decision makers
- Must have existing B2B sales experience, this could have been attained either in the field or as an internal person. The only point we want you to demonstrate is a track record of winning new business
- Ability to collaborate and work productively with all internal stakeholders, across all areas of the business
- Demonstrable experience of being a classic 'hunter'. Someone who has demonstrated capabilities right across the sales process
- Exceptional communication skills and can use skills to employ a consultative approach that's about listening first and then delivering
- You need to be someone who hates standing still. Being 'proactive' is hugely important, as you will be working in a fast moving, dynamic and results driven organization
- Can adapt to cultural change and be prepared to add value to the growth strategy
- Act with integrity at all times and embrace the philosophy of treating clients fairly



- Ability of managing cross-cutting matters
- Strong team spirit
- Strong communication and negotiations skills in a complex matrix
- Autonomous

3 Step IT is a Finnish forerunner in the field of IT device lifecycle management, with an international operating history of more than 20 years. Our service portfolio helps customers manage IT devices from financing to use and renewal in a cost-efficient manner, that is transparent and ecological. We are a fast-growing and internationally expanding company, with revenue of 676 million euros in 2018. We have affiliates in 10 countries and some 400 employees. For more information about us, visit www.3stepit.com

As the European leader in asset finance, BNP Paribas Leasing Solutions supports the growth of its clients and industrial partners by offering rental and finance solutions for their professional equipment. At the heart of the usage economy, we provide businesses with the flexibility they need to remain competitive and grow in a sustainable way. Our 3200 employees support our clients and partner's growth by providing them expert advice and more and more digitalized user journeys. In 2018, we financed 357,000 projects for a total volume of 13.5 billion euros in 18 countries, in Europe and also China, the United States and Canada. For more information about us, visit www.leasesolutions.bnpparibas.com