

A high-angle photograph of a modern office desk. In the upper left, three mugs in green, purple, and orange are lined up. To their right, a white container holds a large number of orange and black pens. Below the pens, a blue semi-transparent box contains the text 'WHY WORK FOR US?'. In the lower left, a large photograph shows three people in a meeting. One person is pointing at a tablet displaying a colorful pie chart. Another person is holding a blue folder labeled 'MEETING NOTES'. A laptop is open on the table. The background is a bright, white office space with a window.

WHY WORK FOR US?





Welcome

I am often asked by potential customers why they should choose Systems Technology above a competitor. It's a great question to ask and one that I take great delight in answering.

My vision was to build a place where customers can find the technology and people to solve their everyday document problems, to make their business life more pleasurable and profitable.

Technologies always change over time, but the one constant is the brilliant people that we recruit. I am proud to have built a company that people want to work for. I truly believe it is people that make companies remarkable, different and most of all a pleasure to do business with.

Welcome to Systems Technology, I hope you'll join us.



Zana Gradus, Managing Director

“Systems Technology is a great place to work. They take care of their staff and their customers equally.”



Another successful open day at Canon's 'The View'

Our Culture

We often forget that our company is quite different to our competitors. In fact, it is our customers who are the ones who remind us!

Whether it is stepping into our Head Office and meeting our various teams, or meeting with our Account Managers or engineers, our customers feel the difference that comes from our culture.

Are we professional? Yes. Aggressive? Certainly not. Traditional? Just the right amount. Passionate? Always. We like doing what we do. Sometimes it can be challenging, but then we remind ourselves that business can be fun, quirky and happy!

Responsive

Happy

Family

Passionate

Professional

Smart

Progressive

Fun

Quirky

Rewarding

Supportive

Unique

Caring



All our meeting rooms are named after paper sizes. This is A3, our largest meeting room.

We enable you to spend more time with your clients and less time on admin'.



Our modern showroom in Rochester

Supporting You

Being an Account Manager in other organisations can often be a lonely experience. Not at Systems Technology. We have created a support network that enables you to do what you're good at, with all the resources and people you need.

The Sales Support Team will write your proposals for you, saving you time and speeding up your response to your clients. The Marketing Team will create campaigns to support you and your ideas, generating business based on your experience. All the teams are here to help you successfully tell our story to your clients.

- Sales Support Team
- Professional Services Team
- Marketing Team
- Telesales Team
- Management Team
- Top Accreditations
- Manufacturer Support
- Kent HQ and London Office, St Paul's



Filling Your Diary

The feeling of wondering where your next deal is going to come from isn't motivating for any Account Manager. That's why we continually invest in marketing and lead generation to actively attract clients to our services.

We give you all the tools you need to do your job efficiently and on top of that we actively fill your diary with appointments.

- Unique Sales Academy
- Dedicated In-house Marketing
- External Digital Marketing Agency
- Annual Exhibition Schedule



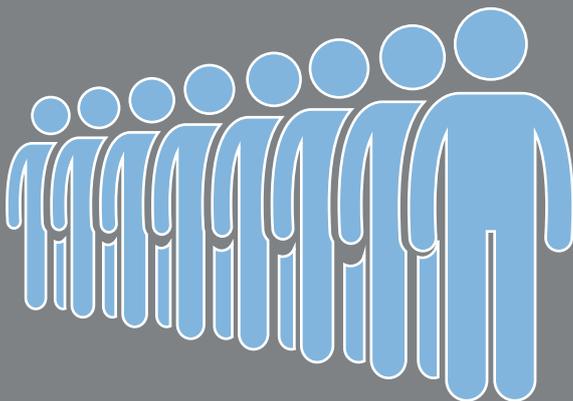


We actually deliver your promises to your client. We won't let you or them down.

Supporting Your Customers

What happens in your current role once you've made a sale? Are you expected to handle the installation and training? Do you find that you're having to defend your company's poor service that you over-promised and oversold.

At Systems Technology, our After Sales Teams will deliver what you promise. From logistics to installation, service to accounts, every touch point is focused on delighting our customers.



- Unique Proactive Preventative Maintenance Service
- Remote Monitoring
- Dedicated Customer Training Officer
- In-house Professional Services Team
- Two Engineering Teams: London and Counties
- Technical Specialists MPS & MDS
- 1st Line Support with Nuance & NT-ware
- 90% of Customers Billed by Direct Debit



Our USP

In today's market, price is not a differentiator. When all things are equal, it is service that sells. We know. We've created a method of service delivery that cannot be beaten for customer satisfaction and value for money.

Our Proactive Preventative Maintenance Service is unique in the office print sector. Unlike your existing company, we don't wait for our customers' equipment to fail before we repair it. Instead, we proactively service our entire print fleet with scheduled visits to keep all machines in their optimum state.

If you're used to receiving service complaints then this will be a revelation to you. We simply don't get them.

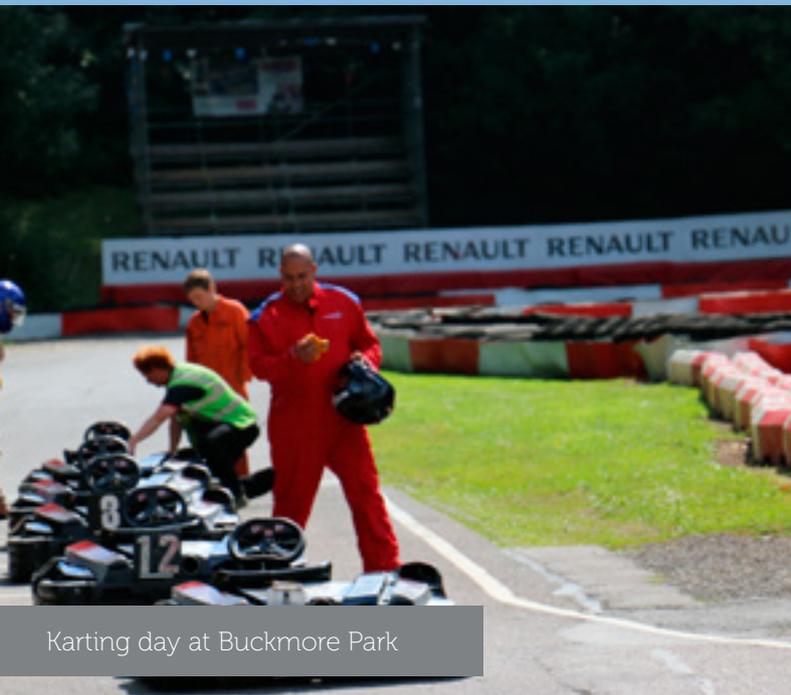
Our Environment

We have created a space we are sure you will enjoy. Following a recent investment we have nearly doubled our office space too.

- Head Office with riverside location
- Friendly and professional feeling
- Open plan modern air-conditioned offices
- State of the art showroom with visual communications suite
- Private meeting rooms
- Staff break-out area with table tennis table



Take some time out for a game of table tennis



Karting day at Buckmore Park

Events

All work and no play isn't good for the soul; that's why we make time throughout the year to let our hair down!

As a family company, we like to hold events where you can bring your loved ones to share the fun too.

- Christmas party with partners
- Summer softball competition family day BBQ
- Quiz nights
- Baking competitions
- Charity days throughout the year
- Seasonal fancy dress competitions

"It is very refreshing for someone to fulfil and even exceed all the expected service standards you set yourself at our initial meeting."
The Royal Academy of Arts



Rewards

All our employee contributions are valuable to the company, not just those who are customer facing.

Our rewards scheme recognises both sales and non-sales staff who have excelled in their jobs in the previous year.

- Annual Ski Trip
- Employee of the Year Award
- Quarterly Bonus Schemes
- Annual Bonus Schemes



Our annual ski trip is the highlight of the year



We will help you achieve your goals

Opportunity for Growth

We are looking for people who have the desire and hunger to achieve and grow. Passion is a word that resonates with our staff and us. If you're passionate we will embrace your desire and help you grow to achieve your goals for many years to come.

We will go as far to say that you can forget about rewriting your CV. You're home.

We are dedicated to promoting, developing and rewarding our whole team - not only the sales people. Our inclusive policy does away with the 'us and them' culture that is found across the industry and cultivates respect amongst our teams.

"Your company is a delight to work with. At a time when excellent customer service is rarely experienced, it is refreshing to deal with you and your staff."

Arun Estates



Sir Clive Woodward presenting at our technology event



Are you ready to make a change for the better?

<http://www.systemstechnology.co.uk/careers>

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