



Telecoms Sales Executive – B2B

With a strong, nationwide client base, the successful candidate will be joining a small dynamic team within a very established and reputable telecoms company; an excellent opportunity for an experienced and driven individual to make considerable financial gains with no upper limit.

If you are an ambitious and highly motivated Sales Executive with at least 4 years proven track record in the telecommunication industry we want to meet you. Building and maintaining client relationships is paramount to our business.

- Are you passionate about selling?
- Driven to meet monthly & quarterly GP targets?
- Can self-generate meetings with new prospects?
- Can discuss upgrade paths with existing clients?

Our role is suited for commercially minded sales professionals who can sell on a B2B level; meeting and negotiating with Decision Makers in order to sell our extensive portfolio of unified business communication products & services, including SIP, Hosted, Cloud, VoIP, Lease Lines, MPLS Networks as well as On Premise solutions and all other peripheral communication products.

Key Responsibilities:

- ✓ Self-generate qualified leads & meetings
- ✓ Manage client meetings
- ✓ Prepare & present proposals
- ✓ Self-manage Sales Activities
- ✓ Pipeline Management
- ✓ Meet monthly & quarterly GP targets
- ✓ Build a strong database of prospects
- ✓ Build & maintain strong relationships with clients

Key Attributes:

- ✓ Excellent communication
- ✓ Strong negotiation abilities
- ✓ Tenacious & articulate
- ✓ Planned & organised
- ✓ Professional & competitive
- ✓ Proactive

Job Type: Full-time, Permanent

Base location: Enfield (North London) Nationwide Field Sales Role

Remuneration: Uncapped OTE inc. basic & generous commission plan Car Allowance or Company Car, Mobile, Laptop