

Sales Managers/Executives

ref. 274

Telecoms business development specialists

Thames Valley

Rewards matter: expect to earn min.£50k and up to ~£70k + car allowance

Wanted! Hungry, ambitious sales people are you one?

Your rewards will be high if you're a truly ambitious and target driven, telecoms solution sales specialist? Do you love the thrill of closing another deal having done the hard miles to get that initial appointment? Relationship building with those new prospects? Developing your accounts? And all of this with minimum admin (*we know how much sales people hate admin!*)

Does this excite you? Then read on

You'll need **min. 2 years' experience selling telecoms products** and be running your own client base. Your role will be entirely focused on new business and customer retention as we have a full back office function to support you. Your key activities will include lead generation, pipeline management, negotiating and closing sales and managing existing accounts. If you prefer the **Sales Manager** role, then your new business targets will be adjusted to ensure that you have the time to support your field sales team to high levels of performance.

We want you to be a "low maintenance" person and capable of bringing some of your current customers with you, a self-starter with enough experience to work independently. Your home location is not critical but should be a comfortable commute to Pangbourne RG8 7HY, even though some home working is likely.

Our client is Solution Consultants ICT Ltd., an independent reseller of telecoms products and energy services, with no specific ties to any manufacturer or supplier. With B2B clients, typically with sales of £1m-25m, that truly value excellence from the supply chain. Strong growth in recent years has led to a recent office move and all is now set for continuing at our 30-40% growth rate. The approach is truly 'customer centric' and retention rates are exceptional.

In summary this is a terrific, uncapped earning opportunity which should see you in the £50k -£70k range from a base salary of £28k-35k and allow you to prove yourself in a competitive environment where you will have plenty of freedom to work in ways that suit you best. The company ethos encourages flexibility and the freedom to choose wherever possible.



Ideal qualities for this role are:

- **Hungry & ambitious**
- **Target driven**
- **Great communicator**
- **Charismatic, likeable**
- **Well presented**
- **Good listener**
- **Delivers on promises**
- **Commercially savvy!**

Does this sound like you? If so, please send us your fully detailed application, including your current remuneration package and notice period, quoting ref. 274, to applications@highgrowth.co.uk Closing date for applications is

21st October 2015 but please get your application in sooner as we're keen to keep things moving!

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not just good at interviews

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Key words: business development, sales, sales management, account management, telecoms, utilities, energy