

## **Tele Sales Equipment Department**

Reports to: Internal Sales Manager  
Usual office location: Glebe Farm, Dummer, RG25 2AD  
Office hours: 9.00am – 5.00pm

### **The Business**

Southern Communications is a rapidly growing, multi award winning, business with over 50 years' of experience of providing voice, data, mobile and cloud based solutions to businesses across the UK. Our customers are at the heart of our business and our success is a direct result of our commitment to deliver the best solutions and industry leading customer service. Working to foster long term relationships with customers, carefully assessing their needs before providing the telecoms package suited to them.

- Telephone System
- Cloud based solutions

The group employs over 200 staff and as a successful, financially secure and growing business we are continually looking for outstanding employees to join our teams - with great career opportunities for the right individual.

### **The Team**

You will be situated within the Equipment department within the Tele sales team. The team's focus is to create meeting opportunities with potential customers, by cold calling and relationship building. You will also be calling existing customers to establish when they will be looking to replace their telephone system. You will receive comprehensive training and support as you develop within the role.

### **Role Summary**

The role consists of outbound Telesales calls, and suites a driven and motivated individual who has an absolute passion for selling and hitting achievable targets.

You will have your own designated geographic area and you will be targeted to do 2 hours of outbound cold calling per day.

In return, you'll receive a Good Basic plus excellent, uncapped commission and bonuses.

### **Skills and Experience**

- Driven to succeed
- Passion for hitting sales targets
- Good communication skills
- Professional attitude
- High attention to detail with a passion for accuracy
- Completer finisher, able to take a task and follow it to the end without close supervision
- Experience of Microsoft office and excel is advantageous
- Sales ability
- Tenacious personality
- Resilient
- Team player