

Job Title: Telephone Sales Executive

Company Background:

M12 Solutions is a well-established and award-winning telecoms and connectivity provider based in Whiteley, Hampshire. M12 offers products including telephone systems, phone maintenance, business mobiles and more. M12 is an ISP and we have branded our connectivity services Giganet. We are a launch partner of CityFibre in Portsmouth, taking ultrafast full-fibre broadband to businesses to transform Portsmouth into a 'Gigabit city'. Giganet have also unbundled key local exchanges in Winchester, Basingstoke and Salisbury and are offering connectivity nationwide for both homes and businesses.

The Role:

M12 Solutions and Giganet are looking for a standout Telephone Sales Executive to work across both brands. The role will be office based from our Whiteley HQ. However, during the Covid pandemic, we are currently working in the office 2/3 days per week and from home the remaining days. The business will monitor the situation and react to government guidelines as they change. This is a fantastic opportunity to contribute and develop within a fast paced, growing business that has a truly unique culture. The role is part of a small but busy Sales team and will support the business by following up on internet quotes run on our website and cross selling other products. This is an exciting role that would suit someone wishing to gain further sales experience and develop knowledge of telecoms.

Must:

- Be a graduate or of graduate calibre.
- Have at least 2 years' experience in a B2B sales role selling broadband and leased line services.
- Be confident on the telephone and have excellent written communication.
- Be a self-starter and be happy to take on a variety of tasks, adapting to changing business needs.
- Have excellent attention to detail.
- Be an enthusiastic team player with a can-do attitude and the ability to work diligently unsupervised from home.
- Be used to being appraised on individual results.

Desirable:

- Knowledge of VoIP telephone systems particularly Splice.com.
- Experience using Salesforce would be an advantage.
- Knowledge of business mobile packages.
- Knowledge and use of LinkedIn.
- Confident in presenting.

Package:

- 23 days annual leave rising to 25 days after 3 years, + bank holidays.
- 3% pensions contribution.
- Annual company birthday away day (past trips have included a company Ski Trip to Morzine/motorboats on the Solent/sailing on the Solent)
- Christmas lunch.

Salary:

- Depending on your experience we would expect to provide a £22,000 basic salary which could rise as the business and your responsibilities progress.
- The role carries a monthly target of £5,000 Gross Profit and commission of 10%. If you achieve your target then your OTE would be £28,000.

M12 has an exemplary record as an employer and the business has won many awards, including this year's 'CRN Best Company to Work For' award. There is huge scope for career development at this exciting chapter in Gigaset and M12 Solutions' history.

Please e-mail melanie.webb@M12solutions.co.uk with your CV and a covering letter.