

Job Title: Business Development Manager

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m12solutions.co.uk

Company Background:

M12 Solutions is the parent company for Giganet – an award-winning Internet Service Provider based in Whiteley, Hampshire. We partner with Openreach, CityFibre, Zen and many other carriers to offer Internet and voice services to homes and businesses nationwide.

The Role:

We are looking for exceptional candidates for this new business sales role with a focus on: leased lines, hosted telephony, mobile and networking solutions. Our marketing team run a large number of lead generation campaigns, the BDM will follow these up and identify opportunities for the business. In addition, it is expected that the BDM will uncover their own opportunities by networking and use of LinkedIn and social media, to raise awareness and identify potential new clients.

- Our quote checking tools provides a powerful and fast resource, enabling us to get customers the best deal in terms of price and performance.
- Our telephony solutions are available as public or private hosted solutions. This gives customers a real choice of options.
- We run many high-profile marketing campaigns for both residential and business solutions in our core target areas, raising awareness of the business and generating quality sales leads.
- We are a multiple award-winning business in the telecommunications sector with over 17 years' experience.

The role is office based in Whiteley with flexible home working, currently due to COVID-19, but planned to continue for the foreseeable future. We can be flexible on hours, including part time. This is a fantastic opportunity to make a difference and develop your career within a fast paced, friendly, rapidly growing business with a fabulous culture.

You need:

- ✓ Success as a new business sales person with a proven track record.
- ✓ A good knowledge of: leased lines, hosted telephony, mobile and networking solutions.
- ✓ Excellent presentation skills.
- ✓ Trained in selling with strong closing techniques.
- ✓ A self-starter, happy to take on a variety of tasks, adapting to changing business needs.
- ✓ Ambitious and success orientated with a never-say-die attitude.
- ✓ Strong written and verbal communication skills.

Salary: £44,000 which includes basic salary (commission is included in the basic salary package)

We're proud to have recently won 'Best Company to Work For' in the CRN Sales & Marketing awards 2020 and 'The Workplace Award' at the Comms Business Awards 2020. This is a great opportunity to join the team at an exciting time!

Please apply via email to apply@giga.net.uk with your CV and a covering note explaining how you could make a difference at Giganet.

Closing date: 9th April 2021.