

## **Job Title:** Telephone Marketing Executive

### **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:**

Your career in sales doesn't have to start cold calling an outdated database, we are looking for exceptional candidates who want to quickly develop their skills and become highly successful business to business sales professionals.

Our Marketing team run a large number of lead generation campaigns. This role involves following up these leads: identifying customers' needs, providing product information and booking meetings with one of our Business Development Managers. In addition, you will be contacting customers who have previously made enquiries through the website understanding their needs and developing a rapport with them.

The ideal candidate will have some sales experience, be highly motivated, career focused, and ambitious sales training and coaching will be provided, as well as ongoing product updates. Our product portfolio includes business leased lines, hosted telephony, networking and mobile solutions.

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:**

- ✓ Will have some previous sales experience, ideally at least two years.
- ✓ Have a good understanding of the Internet, the benefits and importance to business users.
- ✓ Ambitious and success orientated with a never-say-die attitude.
- ✓ Are a self-starter, happy to take on a variety of tasks, adapting to changing business needs.
- ✓ Have strong verbal and written communication skills.
- ✓ Desire to join a dynamic company and establish a highly successful career.

### **Salary:**

Up to £28,000 OTE (depending on experience) including performance bonus of up to £5,000 per annum.

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

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

*Closing date: 9<sup>th</sup> April 2021.*