

Job description

Job Title: Community Sales Executive

Location: Home/ Field Based

Department: Sales

Position Reports To: Sales Manager

Company Overview

Gigaclear is a high growth company delivering fibre-optic broadband to underserved rural communities in England. Started in 2010, the company is expanding rapidly across England. With head offices based in Abingdon, Oxfordshire and a significant proportion of staff based in the field Gigaclear currently has over 280 employees and is pursuing ambitious growth plans.

We are seeking an enthusiastic and motivated individual to join our community sales team! You will play a key role; acquiring new Gigaclear customers within a dynamic and challenging sales environment. In return we will provide you with plenty of opportunities to reap the benefits from your own achievements. Our ideal candidate will be a confident and articulate communicator with the ability to engage our customers.

Purpose of the job

Working closely with the Marketing function, the Community Sales Executive will be responsible for acquiring new customers. They will lead all aspects of the sales process and will be able to increase take-up and sales of our products through fostering and building affinity relationships with key stakeholders and groups within communities.

Key Accountability & Responsibilities

- Acquiring new customers from an assigned community
- Ensure adherence to and follow-through on the Gigaclear sales process
- Generate appointments and close sales
- Achieve or exceed sales targets
- Use own initiative to research the assigned community
- Continue to build knowledge of the market and keep up-to-date on developments and competitor broadband packages
- Understand customer requirements and sell relevant product
- Identify key community stakeholders
- Liaising with the Marketing function to build community events/drop-in sessions and create brand awareness
- Accurately log, track and maintain customer records

Knowledge & Skills

- Negotiation, presentation & closing skills
- Ability to build effective relationships
- Excellent communication skills
- Strong IT skills

- Ability to work under pressure and consistently achieve targets
- Able to investigate problems and suggest solutions
- Use own initiative to research the market and customer requirements
- Organised, with good time management and the ability to plan effectively
- Ability to build and maintain effective networks
- Sales experience (desirable)
- Previous experience in Telecoms sector (desirable)

Qualifications & Accreditations

Full UK driving license is essential.

Our Values

Find a way - we will work together to deliver market-leading solutions and provide customer service excellence to our communities

Do the right thing - we always base our decisions on what we believe is fair, considerate and in the best interest of our customers and our colleagues

Be committed - we are all accountable for our actions and work relentlessly with our many customers to deliver on our promises

Keep it simple - we take potentially complex and confusing information and we make it easy for everyone to understand

This job description is not intended to be exhaustive. The post holder will be expected to adopt a flexible attitude to the duties which may be varied (after discussion), subject to the needs of the business and in keeping with the general profile of the role.