

Regional Sales Manager

Join the brand that is transforming rural areas with ultrafast full fibre broadband. We're the team where talented people are encouraged to thrive and enhance their career.

Powered by brilliant people with bright ideas, we want to hear yours. Our success is driven by your creativity, collaboration and commitment.

You will lead a team of Community Sales Executives and a Business Executive that are geographically based as well as a team of Inside Sales Executives led by a Team Leader based in Abingdon. You will take responsibility for all in-community sales activities in order to deliver company targets in-line with Sales Strategy and Process.

You will be responsible for the motivation and day-to-day management of the teams; cultivating a high-performance team culture. The team will look for you to inspire and lead them, both creatively and operationally. You will develop and implement a highly effective and innovative sales plan to ensure that targets are met or exceeded. The role will be working with cross-functional teams and internal stakeholders; building relationships to help to deliver the Sales Strategy.

You are ambitious with the tenacity to succeed. You will be able to demonstrate the essential criteria whilst bringing your own passion and ideas. We are happy to consider applications from those seeking a change of career but who can demonstrate the skills below. Some of the key skills you will possess are:

- Experience of having worked in a sales and marketing function
- Experience of remote management of a sales function
- Proven negotiation experience
- Comfortable in a fast-paced and ever-changing environment
- Ability to be proactive and plan effectively
- Excellent communicator, with the ability to build and maintain relationships at all levels within the business
- Experience of building a positive and successful team culture and environment
- Experience of direct or dotted line management of a Telesales function - D
- Proven experience in relationship-based, solution-led selling
- Experience of working at both a strategic and hands on level

You share our values. They make us who we are:

- **Find a way:** Always working together to deliver market-leading solutions and provide customer service excellence to our communities
- **Be committed:** We are all accountable for our actions and work relentlessly with our many customers to deliver on our promises
- **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
- **Keep it simple:** In an industry of complexity and confusion, we make things easy for everyone to understand

Culture & benefits:

We empower people to do what they do best; fast. We want you to bring you, so we don't 'fence' anyone in to a single way of working. You will get the latest news through our staff magazine, Gigabites, and monthly company updates (food can play a major part in this!). You are living and breathing our values, so your colleagues may nominate you for our Star of the Month award. If you win you get an extra day's holiday. Like us, you probably like to get a bit social too. We have a weekly running club, Gigaclear FC plus two company socials a year, and more.



On top of this we offer great benefits such as, uncapped commission, car allowance, flexible working conditions, study support, Income Protection, Life Assurance, a generous contributory pension scheme and 25 days holiday (plus bank holidays) with the option to purchase additional holidays.

When you apply for this role, please access the full job description in the account registration area.